

# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*

### In This Number

Iowa Farmers Object to Releasing Control of Elevators

The Marketing Act and Unemployment Commissions Collectible though No Intention to Deliver

Farmers Elevator Ass'n of Illinois Condemn Farm Board

Government Grain Handling a Failure

Guaranty of Title by Farmer?

Evil of Pooling Contracts

Hardening Concrete Floor Surfaces

Warns Against Bargain Seeds

Bonded Grain Must Be Moved Out or Duty Paid Handling Grain Out of Condition in Federally Licensed Warehouse

Priority of Judgment Mortgages

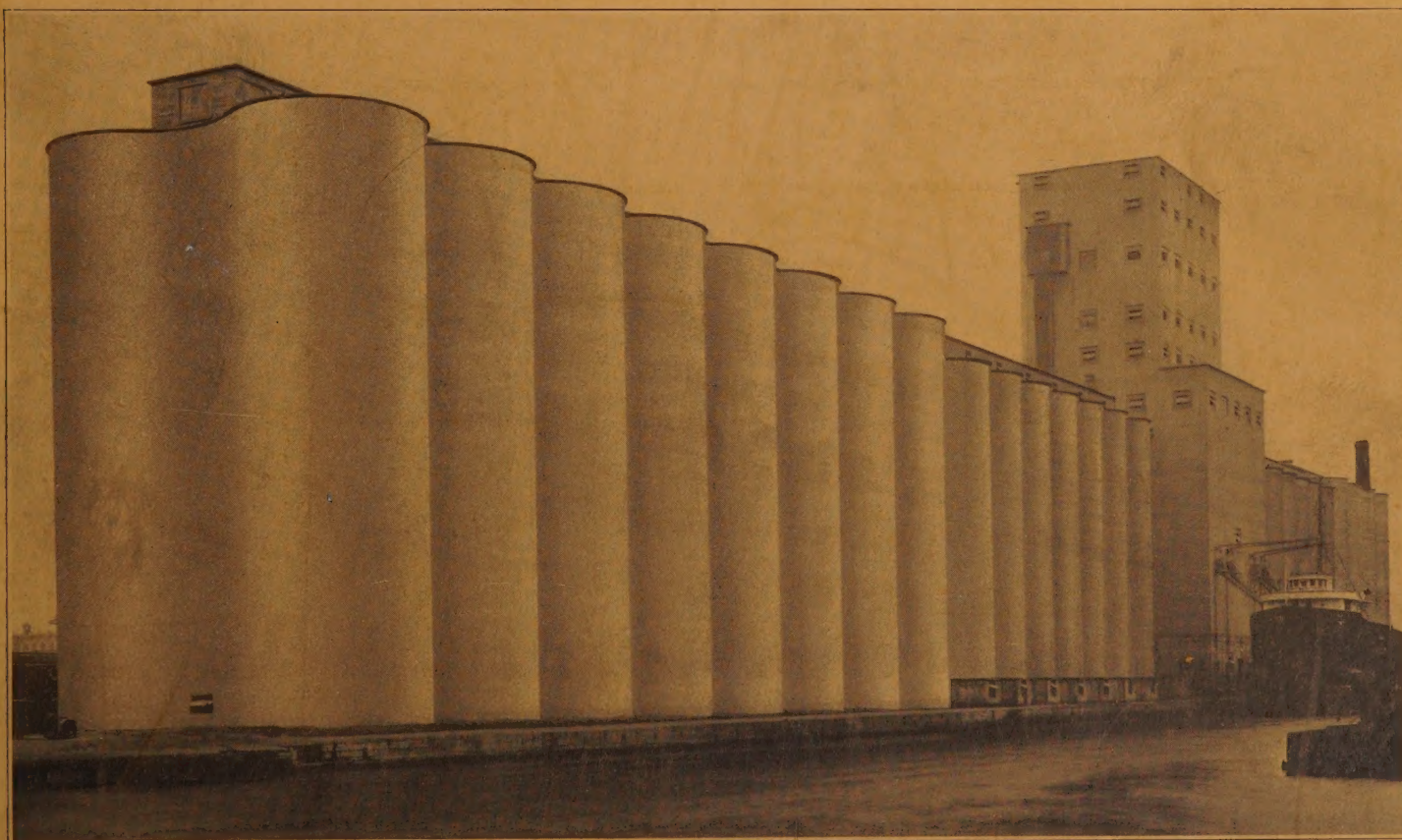
Compulsory Pool to be Opposed by Canadian Farmers

Farmers Misrepresented by Self-Appointed Spokesman

North Dakota Farmers Grain Dealers Ass'n

Denounce Storing and 70% Loans

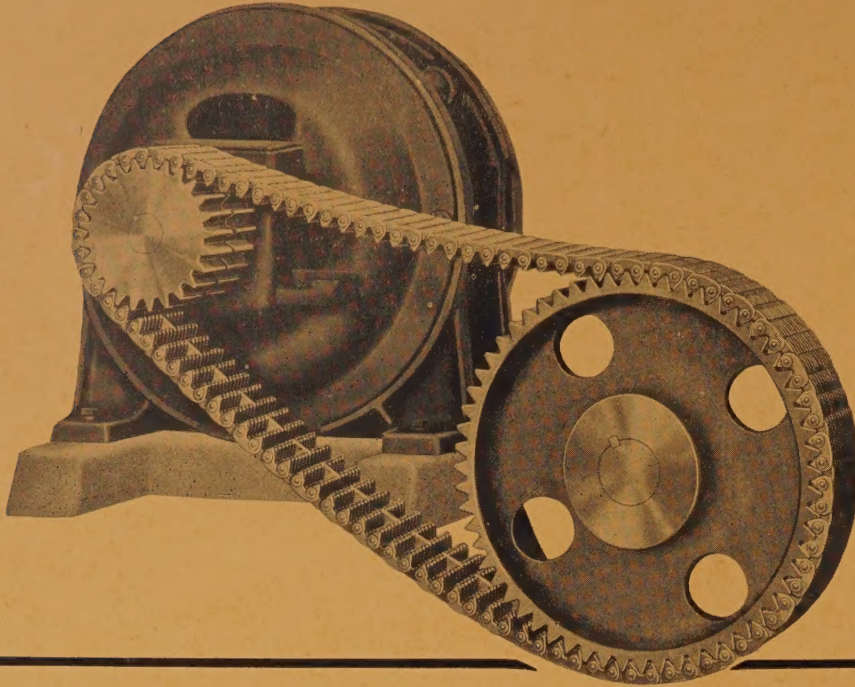
Accurate Record of Shipping Weights Essential to Collecting for Loss in Transit



3,000,000-bu. Reinforced Concrete Elevator of Chicago, Milwaukee, St. Paul & Pacific R. R. Co. at Milwaukee, Wis.

(For description see page 168)





---

**FLEXIBLE AS A BELT ~ POSITIVE AS A GEAR**

---

**MORE**

---

**EFFICIENT**

---

**THAN EITHER**

---

What more than this can you ever hope to get from a power transmitting medium?

And Link-Belt Silent Chain Drives as well as Link-Belt Roller Chain Drives are carried in stock by distributors throughout the country. Send for List Price Books 725 and 1357.

**LINK-BELT COMPANY**

4122

Leading Manufacturers of Equipment for Handling Materials Mechanically and for the Positive Transmission of Power

CHICAGO INDIANAPOLIS PHILADELPHIA SAN FRANCISCO TORONTO  
Offices in Principal Cities

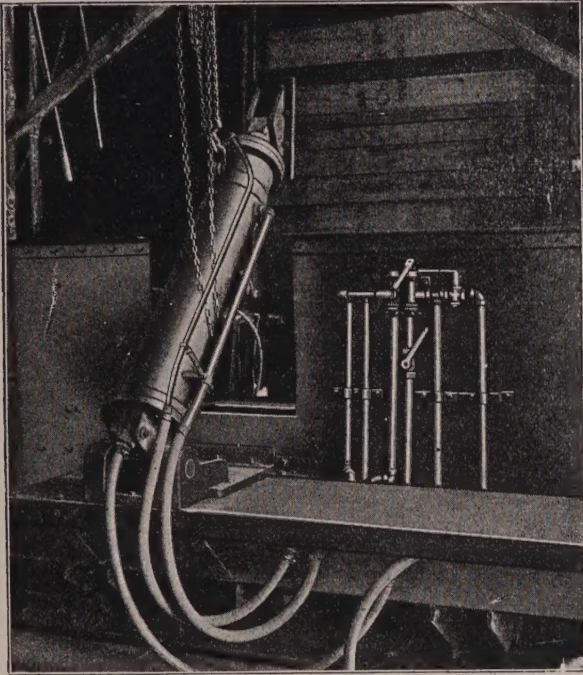
**LINK-BELT**

---

**SILENT CHAIN**



# 2 Minutes per Door!



Peterson Grain Door Remover (Mfg. Under License)

That's how quick you can open grain doors with this sure, powerful tool. Just a steady, mighty push and the section is off. No "wrecking crew" with axes, no delay, no damage to doors when you use the

## Peterson Pneumatic Grain Door Remover

Operated by 100 lb. air pressure which exerts a 6,000 pound push on the door. Surplus air is handy for cleaning, signalling, tire filling, etc.

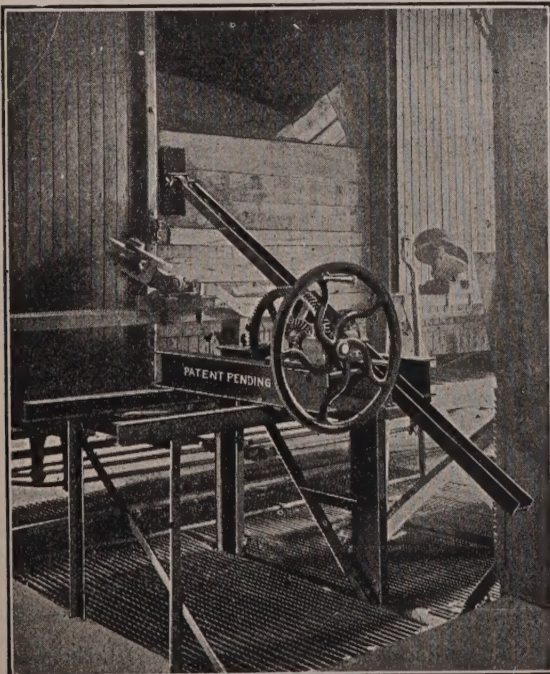
## Pank Grain Door Remover

A simple, hand-operated tool. Turning the fly-wheel develops a powerful leverage with enough pressure to easily open any door or entire section. Installed in either new or old elevators.

Write for our special catalog on these dependable, money-earning grain door removers.

## Increase Your Elevator Capacity 20 per Cent with Superior D. P. Cups

They hold more, are placed closer on belt, discharge perfectly. Nothing to change but the cups. We carry full stocks in Minneapolis.



Pank Grain Door Remover



*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**  
Minneapolis Minn. Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.\*  
Blotz-Hanneman Seed Co., seeds and grain.\*  
Great West Mill & Elevtr. Co., millers, grain dealers.  
Hardeman-King Co., millers and stalin dealers.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain, seed, feed.  
Martin-Lane Grain Co., wholesale grain.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*  
Uhlmann Grain Co., export wheat, private wire.

## BALTIMORE, MD.

Chamber of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

## BIRMINGHAM, ALA.

Cecil Brokerage Co., grain & grain pdts. brokers.

## BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle Co., corn and oats.\*

## BOSTON, MASS.

Benzaquin, Matthew D., grain brokers.\*

## BUFFALO, N. Y.

Corn Exchange Members.

Lewis Grain Corporation, consignments.\*  
McConnell Grain Corp., brokerage & comm.\*  
McKillen, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*

## CAIRO, ILL.

Board of Trade Members.

Thistlewood & Co., grain and hay.\*

## CEDAR RAPIDS, IOWA.

Mid-States Grain, Inc., cash grain.  
North Iowa Grain Co., country run grain.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*  
Wilder-Murrell Grain Co., track buyers grain-seeds.\*

## CHICAGO, ILL.

Board of Trade Members.

Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John B., grain comm. merchants.\*  
Carhart-Cole-Harwood Co., grain commission.  
Feehery & Co., E. J., consignments, grain to arr.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Logan & Bryan, grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Scott, Burrows & Christie, grain commission.  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.  
Winthrop, Mitchell & Co., grain commission.

## CINCINNATI, OHIO.

Board of Trade Members.

Cleveland Grain Co., grain commission.\*  
Early & Daniel Co., receivers and shippers.\*

## CLEVELAND, OHIO.

Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfd. oil and c.s. meal.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain, feed, buckwheat.\*

## DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., recvrs.-shippers.\*

## DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.\*

## DENVER, COLO.

Grain Exchange Members.

Conley-Ross Grain Co., The, recvrs. & shippers.\*  
Houlton-Connell Grain Co., rec.-shprs. wheat&c/gr.\*  
Kellogg Grain Co., receivers and shippers.\*  
Macartney-Markham Grain Co., consignments.\*  
Rocky Mountain Grain Co., exp. & domes. grain.\*

## DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats and corn.\*  
Owens Grain Co., grain merchants.

## DODGE CITY, KANS.

Board of Trade Members.

Arkansas Valley Grain Co., wheat, c/gr. consgts.  
Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The, C. C., cane seed, wheat, kafir.\*

## ENID, OKLA.

Board of Trade Members.

Bennett & Co., Jas. E., grain, provisions, stocks.  
Enid Terminal Elev. Co., pub. storage, gr. mchts.\*  
General Grain Co., term. elevtr., gr. merchants.\*

## FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

## FORT DODGE, IOWA.

Christensen Grain Co., consignments & brokerage.\*

## FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.\*

## FORT WORTH, TEXAS.

Grain and Cotton Exchange Members.

Bennett & Co., Jas. E., grain, stocks, provisions.  
Claiborne, H. L., mgr., J. S. Bache & Co., futures.  
Dorsey Grain Co., strictly brokers, consignments.  
Mullin-Brackett Grain Co., brok. consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith Ingraham Co., domes., expt. & consignme'ts.  
Transit Grain & Com. Co., consignments, bkg.\*

## GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., grain exporter.\*

## GREEN BAY, WIS.

Green Bay Elevtr. Co., buyers, shippers, mixed cars.

## INDIANAPOLIS, IND.

Board of Trade Members.

Boyd Grain Co., Bert A., strictly bkg. & com.\*  
Cleveland Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Malbucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers & shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

## KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., consignment-futures.\*  
Davis, Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Ernst-Davis Commission Co., consignments.

## KANSAS CITY (Continued)

Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers & shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Morrison Grain Co., grain mchts.-consignments.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rahm Grain Co., J. E., consignments.  
Scoular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. mchts.\*  
Uhlmann Grain Co., grain merchants.\*  
Uplike Grain Corp., consignments.  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.  
Wilser Grain Co., consignments.\*

## LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*

## LINCOLN, NEBR.

Paul, J. M., grain broker.\*

## LOUISVILLE, KY.

Board of Trade Members.

Zorn & Co., S., receivers and shippers.\*

## MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

## MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Domahue-Stratton Co., grain merchants.\*  
Kamm Co., P. C., grain shippers.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Elevator Co., milling wheat.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Froedtert Grain & Maltng Co., grain, millfeed.  
Hallett & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McGuire Company, Arthur, shprs. b'wheat, m'cats.\*  
Scroggins Grain Co., grain merchants.\*  
Stuhr-Seidl, shippers grain and feed.\*

## NEW BRUNSWICK, N. J.

Pincus, L. L., grain and feed broker.\*

## NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain, brokerage.\*

## OKLAHOMA CITY, OKLA.

Acme Flour Mills Co., The, millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Cowan Grain Co., grain, mill feed, seeds, hay.\*  
General Grain Co., grain merchants.\*  
Hardeman-King Co., millers, grain dealers.\*  
Mid-State Grain Co., The, grain and feed mchts.

## OMAHA, NEBR.

Grain Exchange Members.

Bell-Trimble Co., recvrs. and shippers.\*  
Butler-Weish Grain Co., milling wheat and corn.\*  
Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., milling wheat and corn.\*  
Scoular-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Uplike Grain Co., milling wheat.\*

(Continued on next page.)

Grain & Feed Journals Consolidated, a consolidation of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price Current-Grain Reporter (Est. 1844). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed, 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second-class matter November 21, 1930, at the postoffice at Chicago, Ill., under the act of March 3, 1879. Vol. LXVI, No. 3. February 11, 1931.

Use Universal Grain Code and Reduce Your Telegraph Tolls



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## PEORIA, ILL.

### Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., C. H., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
Rogers & Co., Geo. E., receivers, shippers.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

\*Members Grain and Feed Dealers National Assn. Terre Haute Term. El. Corp., public storage.

## SALINA, KANS.

Eberhardt-Simpson Gr. Co., mchts. wh. & coarse gr.\* Sneath & Cunningham, grain and seeds.  
Smoot Grain Co., oper. Salina Terminal Elevator.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Brooking Grain Co., W. T., grain merchants.  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Missouri El. & Grain Co., grain merchants.  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Teasdale Com. Co., J. H., recvrs.-shprs. gr., seeds, hay.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IOWA.

### Board of Trade Members.

Western Terminal Elevator Co., recvrs. and shprs.\*

## TERRE HAUTE, IND.

## TIFFIN, O.

### Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
Southworth & Co., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., grain merchants.\*  
Topeka Mills Corp., mlg. wh., consignments.

## WICHITA, KANS.

### Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.  
Bennett & Co., Jas. E., grain futures, stocks, bonds.  
Ogren Grain Co., grain merchants.  
Smith, McLinden Grain Co., wh., coarse gr., m/f.  
Wallingford Grain Co., field seeds, kafir, milo.\*  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

## WOODWARD, OKLA.

Sharon Grain Co., grain merchants, brokers.

# J. Ralph Pickell Conference at Kansas City

Permit me to announce conference of my clients, readers of the Round-Up and their friends at Kansas City, Mo., Saturday, April 4, 1931.

Specific time and place will be announced upon receipt of reservations.

Reservations are secured in this way.

Send me one dollar for each name for which you wish reservation.

Since admission is by ticket only, it is necessary to send name and address of each one desiring a reservation. When you come to attend, your dollar will be handed back to you. The purpose of this method is to prevent a large number of reservations for those who will not actually attend.

If you don't come, I get your dollar. If you do come, you get your dollar back at the door.

Subject: "Wheat Prices Now and for Some Years Ahead."

At the close of my discourse, I will stand questioning until you are done. I will present to you at the Conference, certain facts and theories which I am now teaching in my Winter School in Florida.

All that I ask of you is that you attend the Conference, with the understanding that what I present to you will be considered in confidence.

*Address me,*

**J. Ralph Pickell, P. O. Box 2235, St. Petersburg, Fla.**

*All reservations must be in my hands by March 15.*

*None will be made in Kansas City*

## Your Message

Let the Grain & Feed Journals Consolidated your message bear, To progressive grain and feed dealers everywhere.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members

SPECIAL WIRE AND SALESMAN SERVICE

**LAMSON BROS. & CO.**

Established 1874

2200 Board of Trade

Chicago, Ill.

**GRAIN  
STOCKS  
PROVISIONS****James E. Bennett  
& Co.**  
GRAIN  
PROV'NS  
SUGARSTOCKS  
BONDS  
RUBBERMEMBERS  
CHICAGO BOARD OF TRADE  
AND ALL PRINCIPAL EXCHANGES

— PRIVATE WIRES —

*Ask for Bids***WHEAT, CORN, OATS  
RYE, BARLEY, SEEDS****CONSIGNMENTS**and orders in Futures Solicited and  
properly cared for in all Leading MarketsST. LOUIS KANSAS CITY  
Merchants Exchange Board of TradeINDIANAPOLIS  
717 Board of TradePEORIA CAIRO  
11 Board of Trade 403 Board of Trade

332 So. LaSalle St., Chicago

**Scott, Burrows  
& Christie**Siebel C. Harris  
Mgr. Grain Dept.208 South La Salle Street  
CHICAGO*We Specialize in Hedging and Spreading  
Operations Between Terminal  
Grain Markets***Winthrop, Mitchell & Co.**

Board of Trade - Chicago

26 Broadway, New York  
Kansas City Davenport  
Rockford*Cash Grain — Futures  
Stocks — Bonds  
Provisions — Cotton***RUMSEY & COMPANY**

COMMISSION MERCHANTS

1040 Board of Trade

Chicago, Illinois

**THOMSON & McKINNON**

NEW YORK

INDIANAPOLIS

CHICAGO

BROKERS—Grain, Provisions, Cotton, Sugar, Coffee, Stocks, Bonds  
MEMBERS: New York Stock Exchange Chicago Board of Trade And All Leading  
New York Cotton Exchange Chicago Stock Exchange Exchanges  
209 South La Salle Street Telephone Wabash 4745**E. W. BAILEY & CO.**

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS 1142—44 Board of Trade, CHICAGO

**BARTLETT FRAZIER CO.  
GRAIN MERCHANTS**

Receivers—Buyers—Shippers—Exporters

111 W. JACKSON ST., CHICAGO

**JOHN E. BRENNAN & Co.**

COMMISSION MERCHANTS

**GRAIN and SEEDS  
CHICAGO**

Birmingham, Ala.—I find the Journal  
very helpful in keeping posted as to  
what the trade is doing thruout the  
country.—D. J. Murphy, chief inspector,  
Alabama State Hay & Grain Inspection

**STRATTON GRAIN COMPANY**

Grain Merchants

Board of Trade

Chicago, Ill.

Chicago, Ill.

St. Joseph, Mo.

ELEVATORS:

Portland, Me.

Depot Harbor, Ont.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members*Ship Your Grain or Seeds and Send Your Orders to***J. H. DOLE & COMPANY**

RECEIVERS and COMMISSION MERCHANTS

CHICAGO PEORIA ST. LOUIS

**J. C. SHAFFER GRAIN CO.***Grain Merchants*111 W. Jackson St.  
Chicago, Ill.**Rosenbaum Grain Corporation**

332 SOUTH LA SALLE STREET

Cash  
and Futures**CHICAGO, ILLINOIS**Private  
Wires**If You Have**

the interest of your market at heart, support it earnestly, help to advertise it thoroughly, and above all do not convey the impression that it is an indifferent market by giving it 30 cents' worth of advertising.

**CARHART CODE HARWOOD CO.***Grain Commission*

111 W. Jackson St. CHICAGO

**LOGAN & BRYAN**4TH FLOOR, BANKERS BLDG., CHICAGO  
Branch Office, Congress Hotel**BROKERS**Stocks, Bonds, Cotton, Grain,  
Sugar, Cotton Seed Oil, Provisions  
Private Wires Atlantic to Pacific**THE QUAKER OATS COMPANY**

BUYERS OF

**Oats Corn Wheat Barley**Cedar Rapids,  
Ia.Ft. Dodge,  
Ia.Akron,  
OhioSt. Joseph  
Mo.**CHICAGO, ILLINOIS**Merchants Exchange  
Members**ST. LOUIS**Merchants Exchange  
Members**NANSON****Commission Co.****Grain****Hay - SEEDS**202 Merchants Exchange Bldg.  
ST. LOUIS, MO.**MISSOURI ELEVATOR  
AND GRAIN COMPANY**203 Merchants Exchange  
ST. LOUIS, MO.Operating Missouri Pacific Elevator  
Capacity 4,000,000 Bushels**J. H. Teasdale Com. Co.**

Merchants Exchange, St. Louis, Mo.

*Receivers and Shippers*

Grain, Seeds, Hay, Mill Products, Etc.

*Efficient Service Since 1848***LANGENBERG BROS. GRAIN  
COMPANY**

Established 1877

ST. LOUIS NEW ORLEANS

Say you saw it in the

**Journal**When you write our advertisers  
**Thanks**



Board of Trade  
Members**DES MOINES**Board of Trade  
Members

**OWENS GRAIN CO.**  
Des Moines, Iowa  
We Buy and Sell  
**CORN and OATS**

**Des Moines Elevator & Grain Co.**  
DES MOINES, IOWA  
Terminal and 16 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn. Oats sacked for Southern Trade

Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members**SIMONDS-SHIELDS-LONSDALE GRAIN CO.**

Kansas City, Mo.

*Specializing in Southwestern Corn*

Wire Us for Prices

Capacity 5,500,000 Bushels

**A. C. DAVIS GRAIN CO.**

Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.

**UHLMANN GRAIN CO.**

Board of Trade - Kansas City N. P. Anderson Bldg., Ft. Worth, Tex.  
Board of Trade - Chicago Produce Exchange - New York City  
Operators of Wabash and Katy Elevators, 5,400,000 bushels capacity, at Kansas City

**DAVIS-NOLAND-MERRILL GRAIN CO.**

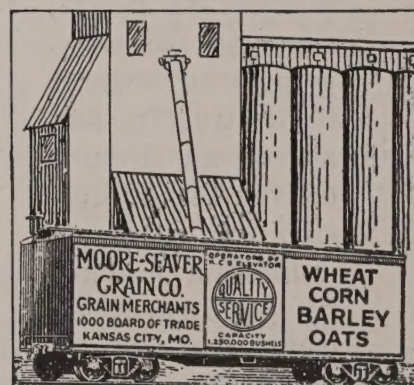
Board of Trade  
Kansas City, Mo.

Operating  
**SANTA FE ELEVATOR "A"**  
6,000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for  
shipment to Kansas City and the Gulf—Special Bin Storage  
Furnished at Regular Storage Rates.

WHEAT  
and  
OATS**NORRIS GRAIN CO.**

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY**WOLCOTT & LINCOLN**  
Incorporated

Operating Alton Elevator  
**CONSIGNMENTS**  
Future orders executed in all  
markets.

801-810 Bd. of Trade, Kansas City  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Dodge City, Kans.

**The Grain Trade's**

accepted medium for "Wanted" and "For Sale" advertisements  
is the semi-monthly Grain & Feed Journals Consolidated.

*A Service of 52 Years Handling Consignments and Futures***B. C. CHRISTOPHER & COMPANY**

200-206 Board of Trade, KANSAS CITY, MO.

BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Colby, Dodge City, Liberal, Topeka, Atchison, Kansas, St. Joseph, Springfield,  
Sedalia, Joplin, Mo., Omaha, Nebr.

**Everytime**

you mention the Grain Dealers Journal to an advertiser, you  
encourage him to make good on his advertised claims.



# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. The Grain Exchange members listed below are equipped to serve you.

**Houlton-Connell Grain Co.**  
*Receivers-shippers Wheat and Coarse Grains*

**The Conley-Ross Grain Co.**  
*Receivers and Shippers*

**Macartney-Markham Grain Co.**  
*Wholesale Grain—Consignments*

**Kellogg Grain Co.**  
*Receivers-shippers of all kinds of grain*

**Rocky Mountain Grain Co.**  
*Grain Merchants—Export and Domestic*

**Note:**—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Grain Exchange  
Members

## OMAHA

Grain Exchange  
Members

**RECEIVERS and  
SHIPPERS**

Corn—Wheat—Natural and Sulphured Oats and Barley

## UPDIKE GRAIN CORPORATION

CHICAGO—KANSAS CITY

Elevator Capacity 5,600,000 Bushels  
OMAHA

DES MOINES—SIOUX FALLS—LINCOLN

**CROWELL ELEVATOR COMPANY**  
Federal Bonded Warehouse—Capacity, 1,200,000 Bushels  
*Over 60 Years' Continuous Service*

I don't see how I could get along without your paper.—G. H. McCarel, Mgr., Newburg (Ia.) Elevator Co.

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

**J. G. McKILLEN, INC.**  
RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

Send your consignments to  
**Seymour-Wood Co.**  
BUFFALO - - N. Y.

**Lewis Grain Corp.**  
*A good firm to consign to*  
Corn—Oats—Soft Wheat—Barley  
BUFFALO NEW YORK

Ponca City, Okla.—I find much valuable information in the Journal.—J. L. Blaney, agt., Ponca City Milling Co.

**McCONNELL GRAIN CORPORATION**  
COMMISSION BUFFALO, N. Y. BROKERAGE

Board of Trade  
Members

## PEORIA

Board of Trade  
Members

**P. B. and C. C. Miles**  
Established - 1875  
Incorporated - 1910

Peoria, Illinois  
Handling Grain on Commission Our Specialty

**Turner-Hudnut Co.**  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

**LUKE** Grain Co., Inc.  
Solicits Your Peoria Business  
Consign Your Corn to Us  
PEORIA, ILLINOIS

**Rumsey, Moore & Co.**  
*Solicits Your Consignments*  
Board of Trade Peoria, Ill.

**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
33-35 Board of Trade PEORIA, ILL.

**MUELLER GRAIN COMPANY**  
(Incorporated)  
Receivers and Shippers Peoria, Ill.

Every one in the grain business should take the Journal. I am more than pleased with it.—E. E. Hamersly, R. R. No. 1, Terre Haute, Ind.



Chamber of Commerce  
Members

# MINNEAPOLIS

Chamber of Commerce  
Members

## CARGILL ELEVATOR CO.

DULUTH, MINNEAPOLIS, MILWAUKEE

Specializing in  
**MILLING WHEAT**

Get Our Quotations  
Samples Furnished on Request

Represented by  
CARGILL GRAIN CO. F. M. TURNBULL  
C. of C., Buffalo, N. Y. Bourse Bldg., Phila.

## CEREAL GRADING COMPANY

CHAMBER OF COMMERCE, MINNEAPOLIS MINN.

## GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain,  
Choice Milling Wheat and Rye Selected by Ex-  
pert Buyers. Own and Operate Elevator "L"

## HALLET & CAREY CO.

Grain Merchants

Minneapolis Duluth Winnipeg

## Fraser-Smith Co.

**GRAIN**

Minneapolis - Milwaukee  
Cedar Rapids

## RECEIVERS, SHIPPERS AND BROKERS

## THE EARLY & DANIEL CO.

RECEIVERS & SHIPPERS  
CINCINNATI, OHIO  
STORAGE CAPACITY 2,500,000 BUSHELS

## STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

## Donahue - Stratton Co. MILWAUKEE

**GRAIN & FEED**  
Elevator Capacity at Milwaukee 3,500,000  
bushels

## Send Your Offerings to Joseph A. Abel

Grain — Brokerage  
511 Produce Exchange  
New York, N. Y.

## North Iowa Grain Co.

Cedar Rapids, Iowa  
Grain Merchandisers  
Elevator Operators  
*Shippers of Country Run Grain*

## SOUTHWORTH & CO. TOLEDO, OHIO

Grain, Seed Cotton  
Southworth's Weekly Review  
FREE to all within our business range

## Reliable Service on Consignments & Futures

Since 1887  
H. W. De Vore & Co.  
Toledo, Ohio

## WILDER-MURREL GRAIN CO.

Cedar Rapids, Iowa  
Merchandisers of Grain  
Consignments Solicited

## E. H. BEER & CO., INC.

Successors to  
Chas. England & Co., Inc.  
**GRAIN—HAY—SEEDS**  
Commission Merchants  
308-310 Chamber of Commerce, Baltimore

## H. E. Kinney Grain Co.

COMMISSION—BROKERAGE  
Board of Trade Indianapolis, Ind.

# \$2.00 WHEAT

Would Probably Command  
More Respect Than Grains at the Present Low Levels. But  
Waste Is Never Justified. The Pneumatic Process Can Earn a  
Substantial Dividend *Always*.

## PNEUMATIC PROCESS CORPN.

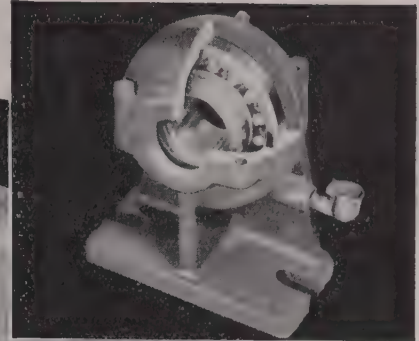
Kansas City, Mfrs. Exch.  
St. Louis, Landreth Bldg.

LAWRENCEBURG, IND.

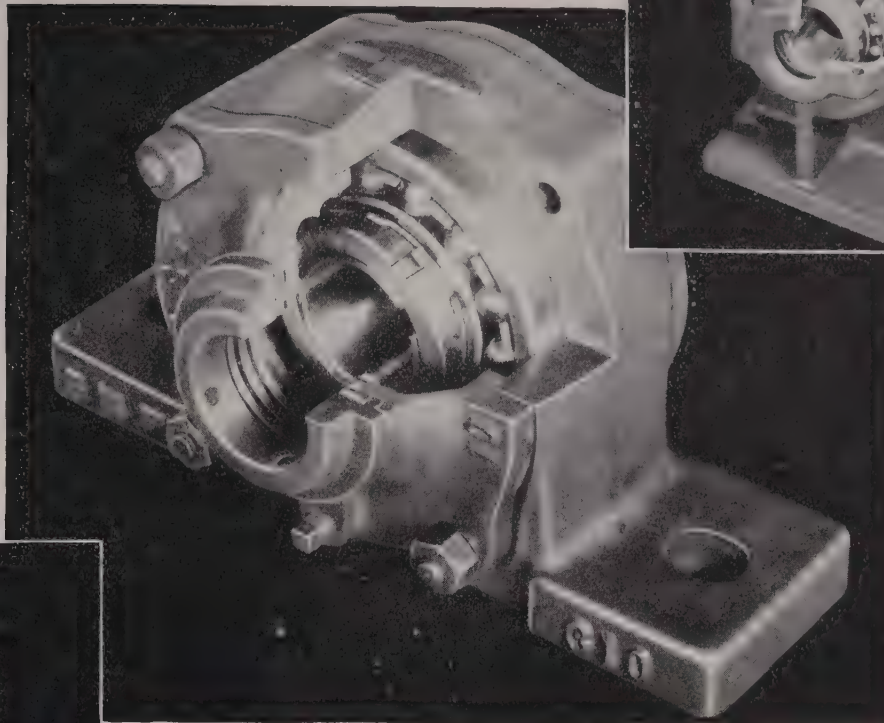
When writing advertisers mention the Grain & Feed Journals of Chicago which works to  
improve your trade conditions. By so doing you help it and your own business.



**SKF FAN BOX**  
for universal use  
on majority of  
fans and blowers



**COMPLETE  
SKF UNITS—  
BEARINGS  
AND HOUSINGS**



**SKF UNIVERSAL PILLOW BLOCK**  
adaptable for the varying and  
exacting requirements of machine applications



**SKF UNIT PILLOW BLOCK**  
for applications where  
simplicity of installation is desired



**SKF SPLIT PILLOW BLOCK**  
for normal and heavy duty  
standard applications



**SKF ROLLER BEARING PILLOW BLOCK**  
for the most severe applications  
in industry.

## A NEW COMPLETE LINE OF SKF PILLOW BLOCKS

COMPLETE bearing units . . . housings and bearings . . . in variety to meet every need and produced up to KNOWN SKF standards of quality.

SKF Pillow Block housings are made with the same attention to essential detail that is characteristic of SKF Anti-Friction Bearing Production.

Designed to meet the lubrication needs of the bearings . . . machined to FIT the bearings

to the exacting requirements of good performance . . . these housings, coupled with the bearings, offer you the advantage of a perfectly coordinated bearing unit that will measure up in every way to time-tried standards of performance.

And where performance takes preference over price, there is an SKF Bearing and Housing . . . for every need. Write for more details now.

**SKF INDUSTRIES, INC., 40 East 34th Street, New York, N. Y.**

2664

# SKF



# INTERNATIONAL

## —Twine Buyers Have Confidence in It

**I**NTERNATIONAL TWINE is a volume-building line that can be sold at a profit without adding materially to your investment. Farmers buy it almost without urging because they have full confidence in it. And there are no come-backs; the high quality takes care of that.

You can successfully sell International Twine out of very limited stocks because International Harvester branches—carrying full stocks of this twine—are so conveniently located. Additional supplies can always be obtained from the branch on short notice.



Get in touch with the International traveler, the nearby branch, or write direct to us at Chicago for information on the profitable INTERNATIONAL TWINE contract.

INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
(Incorporated)

606 So. Michigan Ave.

Chicago, Illinois

## Our Value

*"Ability is the first requisite for our job, but it is not going to get us very far unless it is accompanied by dependability. It is a fine thing to be able to accomplish a task, but it is a much finer thing if we can be depended on to do it."*

Science has always been a big help to us in solving some of our most difficult problems and demonstrating our ability and proving our dependability. The

### Zeleny Thermometer System

can be depended on to give accurate information on the condition of grain stored in bins, and the Superintendent who is so fortunate as to have his bins equipped with it knows that he can depend on it for indicating the true conditions as to temperature. The

### Zeleny Thermometer System

has rightfully been called by a large milling company "THE WATCHMAN OF SCIENCE," and has proven to be a most valuable employee, and a great help to the Superintendent. Condition of grain in storage cannot be insured. The

### Zeleny Thermometer System

is your protection and only one premium to pay with continuous protection ever after. A good system, a good investment, a good annual return, and now is a good time to find out what your investment would be to equip your bins as soon as they are empty.

### Zeleny Thermometer Co.

542 S. Dearborn St.  
CHICAGO, ILL.





## YOU CAN HAVE IT

an increase in elevator efficiency that you didn't think possible, simply by adding Superior Elevator Cups to your belts.

Note these features:

- Cups perfectly smooth inside.
- No rivets to loosen or shear off.
- Triple reinforcement on back and front edge.
- Guaranteed larger capacity.
- Perfect pick up and discharge at all speeds.

Write today for detailed information. Our Engineering Department is at your service.

## K.I. Willis Corporation

MOLINE, ILLINOIS

B. F. Gump Co.	Chicago, Ill.
Ft. Worth Well Mch. & Sup. Co. Inc.	Ft. Worth, Tex.
Easmueller Mill Furns. Co.	Kansas City, Mo.
Hollis & Co.	Little Rock, Ark.
Ralph J. Musser	Los Angeles, Calif.
Industrial Supplies, Inc.	Memphis, Tenn.
Strong-Scott Mfg. Co.	Minneapolis, Minn.
R. J. Tricon Co.	New Orleans, La.
Midake Supply Co.	Oklahoma City, Okla.
John R. Gray & Co.	San Francisco, Calif.
Webster-Brinkley Co.	Seattle, Washington
Easmueller Mill Furns. Co.	St. Louis, Mo.
Canadian Licensees:	
Geo. W. Reed & Co., Ltd.	Montreal, P. Q.



# FIRE

## Constantly Menaces Your Fortunes

The Mutual Fire Prevention Bureau and the Mills Mutuals stand as strong safeguards to prevent disaster and to indemnify you in case you are overtaken.

Ask Your Insurance Office For  
Its Recommendations Now.

*The Mill Mutuals*

### Mutual Fire Prevention Bureau

230 East Ohio Street - - Chicago, Illinois

### 1902 TRI-STATE MUTUAL 1931 GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire & Windstorm Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property. (DIVIDENDS ANNUALLY FOR 23 YEARS)

E. A. Brown, Pres., Luverne, Minn. W. Z. Sharp, Treas., Sioux Falls, S. D.  
W. J. Shanard, V.P., Bridgewater, S.D. E. H. Moreland, Sec., Luverne, Minn.

### CONFIRMATION BLANKS

Simple—Complete—Safe

To avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign original and duplicate and send to customer. He signs and returns one.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against expensive misinterpretation of your trades.

Use of these confirmations makes for safer business and surer profits. Spaces provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order form No. 6 CB. Price 90c at Chicago.

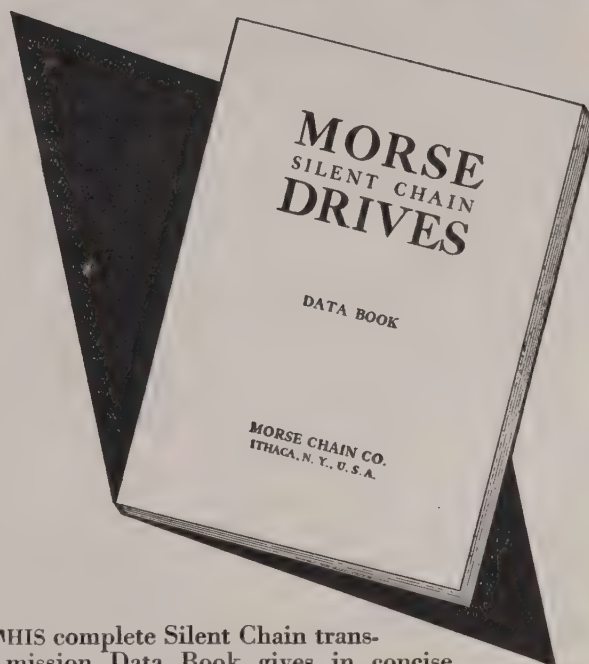
GRAIN DEALERS JOURNAL

332 So. La Salle Street CHICAGO

## Place Your Name

and business before the progressive grain elevator men of the entire country by advertising in the Grain & Feed Journals Consolidated. It reaches them twice each month.

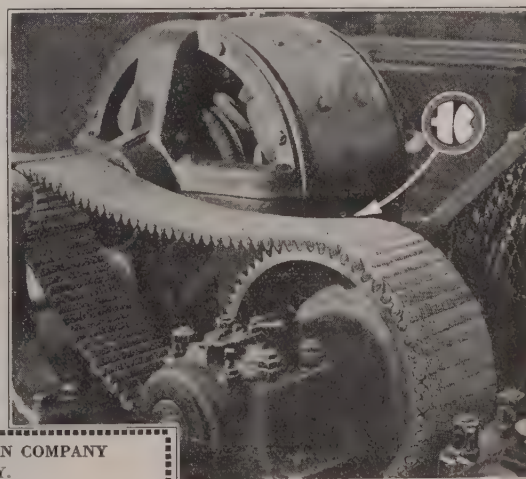
## send for this power chain transmission DATA BOOK



THIS complete Silent Chain transmission Data Book gives in concise, readable form all the information needed to design, install and maintain Morse Silent Chain Drives. It is a ready reference for anyone faced with either standard or special power transmission installations. Sent upon receipt of coupon below.

MORSE CHAIN CO., ITHACA, N. Y.

Visit the Morse Chain Co. exhibit at the Fifth Mid-western Engineering and Power Exhibition, Chicago, February 10-14th. Booth No. 46



A Morse Drive on Short Centers

MORSE CHAIN COMPANY  
ITHACA, N. Y.

Please send me a copy of Morse Data Book, Bulletin No. 38

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Gr. & Fd. Jrls., Feb. 31



## GRAIN ELEVATOR BUILDERS

### Younglove Engineering Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators Are Built  
They will STILL Be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

### T. E. IBBERSON CO.

#### GRAIN ELEVATOR BUILDERS

FEED MILLS COAL PLANTS  
REPAIRING AND REMODELING

MINNEAPOLIS

MINNESOTA

### INDUSTRIAL ENGINEERING COMPANY

#### Contracting Engineers

621 Reliance Building KANSAS CITY, MISSOURI  
Grain Elevators Flour Mills Cold Storage Plants  
Feed Plants Warehouses Industrial Buildings

### R. M. Van Ness Construction Company

Designers and Builders of  
MODERN GRAIN ELEVATORS, MILLS  
AND WAREHOUSES  
Repair Work, Supplies and  
Correspondence solicited  
OMAHA, NEBR.

### B I R C H A R D Construction Co.

Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

### The V. M. Zweber Co.

Aberdeen, South Dakota  
Engineers and Contractors  
**GRAIN ELEVATORS**  
Feed Mills—Coal Plants  
Remodeling—Wiring—Painting

## WELLER Metal Pdts. Co.

Chicago Office Factory  
505 Utilities Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
*Grain Elevators a Specialty*

### A. F. Roberts Construction Co.

Sabetha, Kansas  
**ERECTS** Elevators  
Corn Mills  
**FURNISHES** Warehouses  
Plans  
Estimates  
Machinery

## CRAMER Elevators

are preferred elevators be-  
cause each is designed and  
built to fit the individual needs  
of the owners.

**W. H. CRAMER  
CONSTRUCTION CO.**  
North Platte, Nebr.  
*Plans and Specifications Furnished*

### Geo. W. Quick & Sons

Tiskilwa - - - Illinois  
Designers and Builders  
Concrete Grain Elevators  
*Waterproof Pits a Specialty*

WE DESIGN AND ERECT GRAIN  
ELEVATORS BY THE POLK  
SYSTEM

**POLK GENUNG POLK CO.**  
FORT BRANCH INDIANA

### ROCHELLE & ROCHELLE

*Designers and Builders of  
GOOD ELEVATORS*  
Let us furnish your machinery  
17 JOHNSON BLDG., AMARILLO, TEX.

### THE Star Engineering Company

Designers and Builders of modern,  
efficient grain elevators, feed  
plants, and associated build-  
ings. Every plant designed  
to best suit individual  
requirements.

Machinery Estimates Plans  
WICHITA, KANSAS

### BURRELL ENGINEERING & CONSTRUCTION CO.

Designers and Builders of  
**Grain Elevators, Flour Mills and Associated  
Buildings**

2165 Daily News Bldg.

Chicago, Ill.

**• If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal**





## Saskatchewan Pool Elevator No. 7

Port Arthur, Ont.

*Largest single Elevator Contract ever awarded, recently erected by us  
in record time*

**THE BARNETT-McQUEEN CONSTRUCTION CO., Ltd.**

Fort William, Ontario

Duluth, Minn.

Minneapolis, Minn.



## Pillsbury Flour Mills Co. Enid, Okla.

3,000 Barrel Mill—2,500,000 Bus. Grain  
Storage

Designed and Built in Three Periods of Construction by

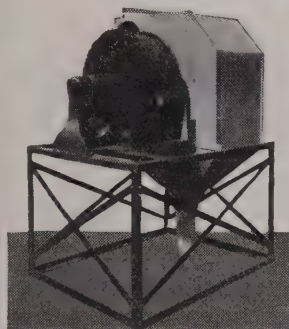
## Jones-Hettelsater Construction Co.

600 Mutual Building

Grain Elevators — Flour and Feed Mills

Kansas City, Mo.

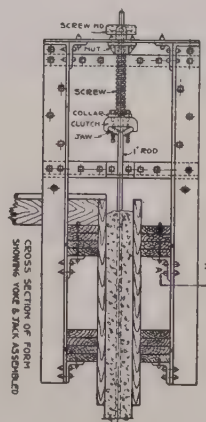
## The SUCKER



Removes Dust  
Smut Balls  
Reduces Moisture  
Keeps Your Pit  
Clean

*Write for literature*

The Sucker Mfg. Co.  
Box 348 Concordia, Kas.  
*The Modern Cleaner  
for Elevators and Mills*



SELL or RENT  
Form Lifting

## JACKS

Grain Elevators, Silo  
Coal Pit Construction  
Blue Prints Furnished

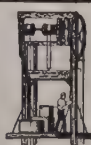
Nelson Machine Co.  
Waukegan, Illinois

## Universal Grain Code

Compiled especially for use by the  
Grain and Milling Trades.  
Reduce your telegraph tolls. Keep  
your business to yourself. Prevent ex-  
pensive errors.

Its 146 pages contain 13,745 code  
words for expressions used in the grain  
trade, printed on bond paper and bound  
in black flexible leather. Size 7x4 1/4  
inches. Price, leather, \$3.00; paper,  
\$1.50, f. o. b. Chicago.

**Grain Dealers Journal**  
332 So. La Salle St., Chicago, Ill.



## ELEVATORS

—Hand Power and Electric—  
MANLIFTS, DUMB WAITERS  
ELECTRIC CONVERTERS for hand  
elevators. Our product is unsurpassed  
for efficiency and general reliability.  
When enquiring for estimate, state kind  
of elevator wanted, capacity, size, plat-  
form travel and height of hatch.

Sidney Elevator Mfg. Co., (Miami St.) Sidney, Ohio

London, Eng.—We have always found  
Grain Dealers Journal very interesting and  
shall certainly continue to take this paper,  
as it gives us a lot of very useful informa-  
tion.—By A. K. G., central wheat depart-  
ment, Spillers Limited.

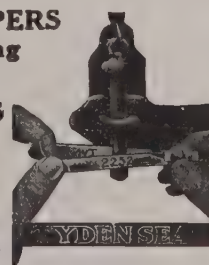
10,000 SHIPPERS  
Are now using

## TYDEN CAR SEALS

Bearing shipper's  
name and con-  
secutive numbers

Prevent  
CLAIM LOSSES  
Write for samples  
and prices.

**INTERNATIONAL SEAL & LOCK CO.**  
Railway Exchange Bldg., Chicago, Ill.



**Your Elevator's Wants Are Supplied in These Columns**



## GRAIN ELEVATOR BUILDERS



### GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

*Capacity 6,000,000 Bushels*

This Elevator Designed and Construction  
Supervised by

### HORNER & WYATT

*Consulting Engineers to the Grain Trade*  
470 Board of Trade      Kansas City, Mo.



**FOLWELL ENGINEERING CO.**  
Engineers—Constructors  
333 No. Michigan Ave.  
CHICAGO, ILL.

Addition of  
2,500,000 Bushels to the  
Port Commission Elevator  
Houston, Texas

#### Reliance Construction Co. Board of Trade INDIANAPOLIS, IND.

Designers and Constructors of the better  
class of grain elevators, concrete or wood.

#### ORA LONG Garden City, Kansas Builder of Better GRAIN ELEVATORS

**Newell Const. & Mchy. Co.**  
Cedar Rapids, Iowa  
30 Years' Successful Experience  
Builders and designers of Feed Mills and  
Mixing Plants, Grain Elevators, Ware-  
houses, etc. Machinery Jobbers.

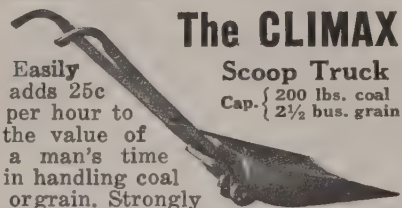
#### Willich Construction Co. Mercier, Kans.

Grain Elevators, Mills and Machinery  
Plans and Estimates Furnished

#### Western Engineering Co. 713 Cooper Bldg.      Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

**Elevators, Mills, Warehouses**  
Designed, Built, Repaired  
*Estimates Cheerfully Furnished*  
**HOGSON CONSTRUCTION CO.**  
Corn Exchange      Minneapolis, Minn.



#### The CLIMAX

Scoop Truck  
Cap. { 200 lbs. coal  
      { 2½ bus. grain

Easily  
adds 25c  
per hour to  
the value of  
a man's time  
in handling coal  
or grain. Strongly  
built and will give years of con-  
sistent service.  
Hundreds of them in use. Order yours  
now and reap the benefits.

Price: \$15 f. o. b. factory  
**DETROIT SCOOP TRUCK CO.**  
993 Osborne Place, Detroit, Mich.

#### HICKOK Construction Co. MINNEAPOLIS ELEVATORS

#### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge  
**H. S. COVER**  
Box 404      South Bend, Ind.



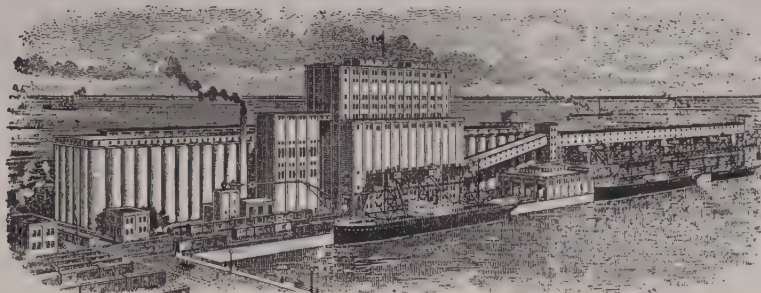
Upon readers patronage of its  
advertisers depends the success  
of Grain & Feed Journals Con-  
solidated. Mention it. Thank  
you.

Figure the amount of advertising  
carried—Can you doubt our ability to **Produce Results**



## GRAIN ELEVATOR BUILDERS

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

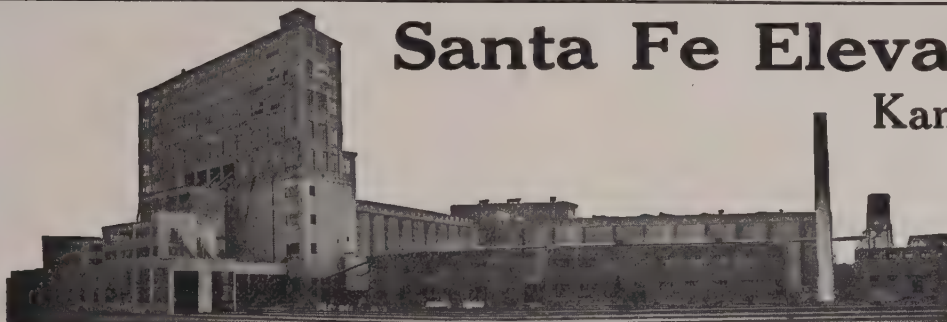
PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**  
ENGINEERS AND CONTRACTORS

W. R. SINKS,  
PRESIDENT  
Phone Harrison 8884

H. G. ONSTAD  
VICE-PRES.-GEN'L MGR

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS



**Santa Fe Elevator "A"**  
Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

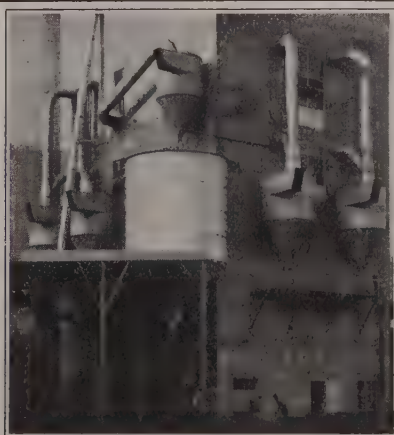
*Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England



### "THE DAY SYSTEM" of Dust Control

was installed by us in the new modern elevator of Spencer, Kellogg & Sons, at Minneapolis. 40 hp. handles complete sweeper and dust system.

Let us show you what 40 hp. will accomplish in your elevator. Our engineers can design the system that best applies to your conditions. The system that is thoroughly efficient and economical.

*If interested in saving money in your  
plant operations, write us.*

**THE DAY COMPANY**  
Minneapolis, Minn.

### THEODORE E. SCHNITZLER

*Consulting and Designing Engineer*

516-B MERCANTILE EXCHANGE BLDG.  
Grain Elevators Industrial Buildings  
Flour Mills Food Plants CHICAGO, ILL. Warehouses Docks, Etc.

**Stevens Engineering & Construction Co., Inc.**  
1609-10-11 Landreth Bldg. ST. LOUIS, MO.

*Designers and Builders*

**GRAIN ELEVATORS**

Flour and Feed Mills

Warehouses

### Chalmers & Borton

620 Pioneer Trust Bldg.  
Kansas City, Mo.

*Engineers — Constructors*

Grain Elevators — Feed Mills  
Warehouses

*Ask for Quotations on Your Work*



## SIDNEY ELECTRIC DUMP

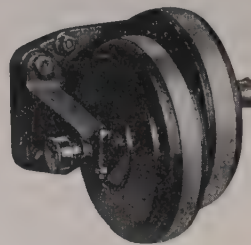


**For dumping in one or more pits. For trucks and wagons of any length. EASY TO INSTALL and ECONOMICAL**

Heavy all steel construction, enclosed steel bronze worm gear, 2-h.p. motor, Timken roller bearing, reversible switch, special cradle, best blocks and cable. Forty years experience building machinery for elevators and mills enables us to incorporate many new and improved features.

This is the last word in electric overhead dumps.

**SIDNEY GRAIN MACHINERY CO.**  
SIDNEY, OHIO



## BUHLER DRIVE will save you hundreds of dollars

and an awful lot of worry.

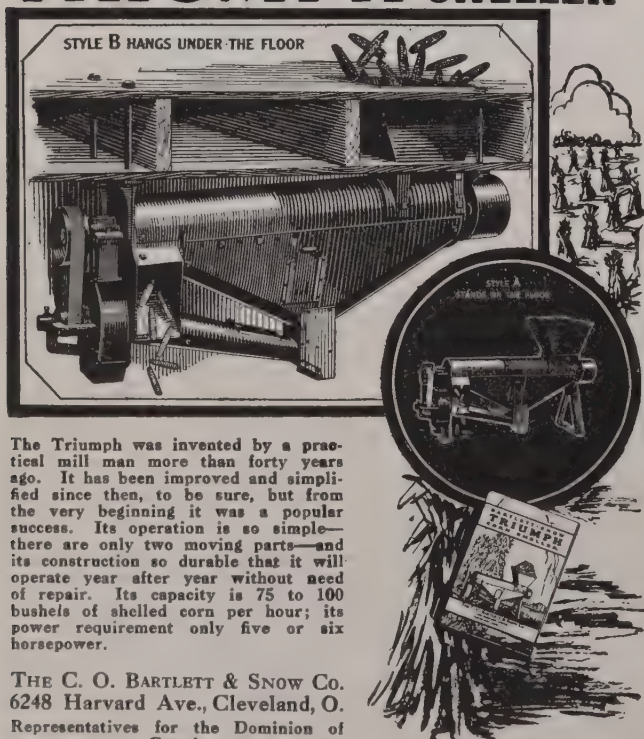
The Buhler Drive takes the place of the usual eccentric shaft eccentrics and connecting rods. And besides oscillating the shoe it counterbalances it too.

May be had for both new and old separators.

Write for Catalog GD125

**S. HOWES CO., INC.**  
INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N. Y.

## TRIUMPH CORN SHELLER



The Triumph was invented by a practical mill man more than forty years ago. It has been improved and simplified since then, to be sure, but from the very beginning it was a popular success. Its operation is so simple—there are only two moving parts—and its construction so durable that it will operate year after year without need of repair. Its capacity is 75 to 100 bushels of shelled corn per hour; its power requirement only five or six horsepower.

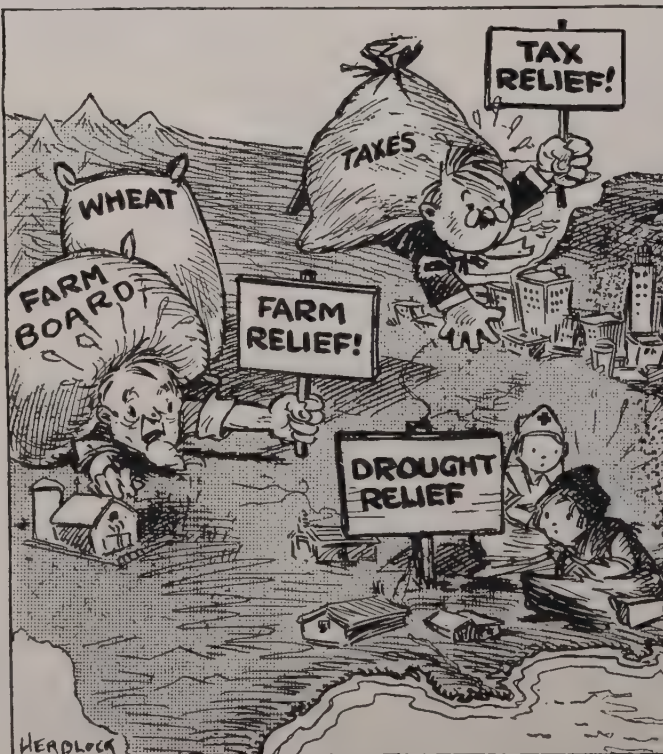
THE C. O. BARTLETT & SNOW CO.  
6248 Harvard Ave., Cleveland, O.  
Representatives for the Dominion of Canada  
PEACOCK BROTHERS LIMITED  
Montreal

**Bartlett - Snow**

**TWO STYLES FILL ALL NEEDS**

A copy of the  
Triumph Corn  
Sheller Catalogue  
will be mailed with-  
out charge.

What Is Causing the Farmer the Greatest Distress?



With apologies to Chicago Daily News.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**MICHIGAN**—Choice of three elevators in three towns. Some very good buys. Chatterton & Son, Lansing, Mich.

**WYOMING**—Elevator for sale in good wheat section of eastern Wyoming. Good clean competition. Address 66C4 Grain & Feed Journals, Chicago, Ill.

**OHIO**—15,000 bus. grain elevator for sale; plenty of warehouse room; all electric equipment; good territory to draw from. The Farmers State Bank, Eldorado, O.

**SO. DAK.**—20,000 bushel cribbed grain elevator and residence for sale; in a good territory. All electric equipped. Write 66C6 Grain & Feed Journals, Chicago, Ill.

**NORTHERN OHIO**—Two elevators in neighboring towns, practically no competition. Will sell one or both. Very reasonably priced. Chatterton & Son, Lansing, Mich.

**WE ARE OFFERING** for sale in whole or part our line of five grain elevators located at Galva, Windom, Elyria, Groveland and Hilton, Kansas. Colburn Bros. Co., McPherson, Kans.

**Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.**

**KANSAS** corn and wheat belt, elevator and equipment new. Sell account sickness. Largest portion crop unsold. Bargain if sold at once. Address 66C13, Grain & Feed Journals, Chicago.

**NO. ILLINOIS**—Grain elevator with big receipts in grain country for sale at greatly reduced price. Lumber and coal yard attached to this. Doing good profitable business. Manager can continue. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**INDIANA**—Elevator for sale, 18,000 bu.—6,500 cribbed, balance for oats, two warehouses, good buildings. Exclusive business grain, feed, coal, fence, cement, tile and other farm sidelines. Good distance from trucking centers and other elevators. Large annual carload business. C. A. Mendenhall, Mgr., Economy, Ind.

**MINNESOTA** cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

**ILLINOIS**—Modern elevator with switch track connection with Illinois Central Railroad and C. C. C. & St. L. Railroad, located on privately owned ground, for sale. Capacity 25,000 bushels. Concrete coal sheds. Handled ninety cars of coal in 1930. Farmer City Grain Company, Farmer City, Illinois.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

**CASTLETON, IND.**—10,000 bu. up-to-date elytr. for sale; 14 mi. n. e. of Indpls. Also model A.A. Ford truck. Doing good business; price right. Albert Steinmeier, R. 13, Box 325, Indianapolis, Ind.

**NEBRASKA**—18,000 bushel capacity elevator for sale; on St. J. & G. I. R. R. Iron clad—Up-to-date equipment in good condition. Write Hugh A. Bruning, Admr. Albert G. Burruss Estate, Belvidere, Neb.

**ILLINOIS**—Two first class elevators for sale, showing a good business, and located in a good town in McLean Co. Will consider one elevator showing good business as part payment. Write 66A9, Grain & Feed Journals, Chicago.

**IOWA**—Exclusive grain, coal, livestock, feed and seed business for sale. Elevator capacity 42,000 bus., good condition; coal sheds in good condition; large double corner crib for ear corn. Splendid territory. Write 66A12, Grain & Feed Journals, Chicago, Ill.

**INDIANA**—Two of the best elevators located in West Central part of state; 15,000 bus. each; electrified; modern equipment and excellent feed business; very little competition; have other interests and will sell reasonably. Write 66C3 Grain & Feed Journals, Chicago.

## ELEVATOR AND FEED MILL

**MINN.**—Elevator and Feed Mill bargain. Write L. Ohnstad, Wells, Minn.

**CHICAGO**—Elevator and feed mill complete for sale; operating; capacity 5 to 6 cars per day. Bargain. Write 65V7, Grain Dealers Journal, Chicago, Ill.

**YOU MAY BE MISSING SOMETHING.** AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

## ELEVATORS WANTED

**WANT TO BUY OR LEASE** three country elevators in Western Kansas wheat belt. Address 65Y11, Grain & Feed Journals, Chicago, Ill.

**WANT TO TRADE** for grain elytr. a good 7-room house with water inside, elec. through-out, also 160 acres farm land 1 mi. from town. Write 66C5 Grain & Feed Journals, Chicago.

## MILLS FOR SALE

**NO. WISCONSIN** Water Power Feed—Grist Mill for sale, including modern machinery, new residence adjoining mill. Will sell this \$30,000 property for \$15,500 cash. A bargain for the right party. Write for further particulars. Address 66C38, Grain & Feed Journals, Chicago.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## MILL & ELEVATOR FOR SALE OR TRADE

**INDIANA**—150 barrel water power mill and elevator for sale or trade. New machinery. Large storage. In best territory. Chase Mauzy, Rushville, Indiana.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 332 S. La Salle St., Chicago, Ill.

## FLOUR MILL FOR SALE

**FLOUR AND MILLING BUSINESS** for sale—active concern—well equipped flour mill located on St. Clair River; dockage facilities; electric power; 50 miles from Detroit; doing a general flour and feed business; in a farming, dairy and chicken community. Will sell mill with business at inventory price or can arrange sale of controlling interest in business subject to lease on property. An extraordinary bargain. Address of Owner—L. J. Esslinger, 14619 Kercheval Ave., Detroit, Mich.

## FEED MILL WANTED

**WANT TO HEAR** from anyone having a feed mill or warehouse that they wish to exchange toward a \$16,000 farm. Prefer property in a Wisconsin town on the C. & N. W. R. R. Edw. Wilkinson, Wilton, Wis.

## BUSINESS OPPORTUNITIES

**IOWA**—Electrically equipped elevator, mill and mixing plant for sale or trade. Coal sheds, warehouse, office and fine stucco residence. New truck and real live feed and stock business. Handle 200 cars yearly. In Eastern Iowa. Will sell all or part interest, or will trade for mercantile business. Address 66C40, Grain & Feed Journals, Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Purchase and Sale Contracts** give a quick references to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 15c, 3 for 40c.

**Confirmation Blanks, Triplicating,** will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in pressboard with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB. 90 cents. Weight 9 ounces.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

**Clark's Decimal Grain Values** save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

**GRAIN & FEED JOURNALS Consolidated**  
332 South LaSalle St. Chicago, Ill.



**SITUATION WANTED**

**EXPERIENCED** Grain Buyer and Manager available at once. All references. Address 6522, Grain & Feed Journals Consolidated, Chicago, Ill.

**WANT POSITION** as manager of farmers or line elevator. Twenty years successful experience. All reference. Address 66C14, Grain & Feed Journals Consolidated, Chicago, Ill.

**WANT POSITION** in grain business, 12 years exper. as elevator manager, married, 35 years of age, thoroughly capable. Best of refs. Can start at once. Write 65W4, Grain & Feed Journals Consolidated, Chicago.

**WANT POSITION** as manager of elevator at good station; bought and sold all grain; can handle all sidelines, and can keep books; 20 yrs. exper. Best references. Write 66A6, Grain & Feed Journals Consolidated, Chicago, Ill.

**HELP WANTED**

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago, Illinois.

**ENGINES FOR SALE**

**A REAL BARGAIN**—40 h.p. upright Venn-Severin engine in A-1 condition. \$500.00 like it stards. P. A. Cope, Frederick, Okla.

**ENGINES WANTED**

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

**SCALES FOR SALE**

**BARGAINS**—4 and 5 bu. Richardson Automatic Scales for sale; in topnotch condition. W. H. Cramer Const. Co., No. Platte, Neb.

**RICHARDSON SCALES** for sale. Automatic grain elevator scales, five, six and fifteen bushel capacities. Write Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

**SCALE BARGAINS**—1 No. 206 Howe 3500 lb. Dormant Hopper Scale with 5 bushel wheat beam. Cost \$170.00—Sell for \$60.00. 1 3-bushel Continuous Weigher (1000 bus. per hour) \$200.00. 1 1-bushel Sonander Bagger \$125.00. 1 7-bushel Continuous Weigher (2500 bus. per hour) \$275.00. Address 66C8 Grain & Feed Journals, Chicago, Ill.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employe, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

**MOTOR SERVICE**

**ELECTRIC MOTORS** repaired, rented and sold. Independent Electric Machinery Co., 300 Southwest Blvd., Kansas City, Mo.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

**MOTORS FOR SALE****ELECTRICAL MACHINERY**

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

**ELECTRIC MOTORS** For Sale—Hundreds of "Rockford Rebuilt" machines, all makes, types and sizes available for immediate shipment. All thoroughly overhauled and reconditioned, fully covered by our "One Year Guarantee" against electrical or mechanical defects. Send for complete stock list.

**BULLETIN NO. 38.**

Sixty illustrated pages of motors, generators, transformers, etc., mailed free on request. ROCKFORD POWER MACHINERY COMPANY 620 Sixth Street, Rockford, Ill.

**Bargain Sale in Soiled and Shelf Worn Books**

**Record of Cars Shipped**—A few copies of the Price Current Grain Reporter form 85 are being closed out at greatly reduced prices. They are complete car recording forms with 80 double pages, good grade linen ledger paper, well bound with cloth back and corners. A good buy at \$2, as is.

**Record of Receipts**—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus. Price, Kind, Seller, Amount." in the order named. Priced at only \$2, as is.

**Grain Scale Books at a Bargain While They Last**—We have a small stock of grain receiving scale record books, Form 223, formerly put out by The Price Current-Grain Reporter, which we will sell at a greatly-reduced price. Formed of heavy ledger paper, size 10½x16 inches, 240 pages, with a 28-page index. All in good condition excepting the binding. Price as is \$2.50.

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago.

**GRAIN & FEED JOURNALS** Consolidated 332 South LaSalle St. Chicago, Ill.

**SEEDS FOR SALE**

**MILLET**, Siberian, fancy. Sioux City Seed Co., Sioux City, Ia.

**NEW TIMOTHY 99%**, cotton bags. Belt Seed Co., Baltimore, Md.

**BISON FLAX SEED**, certified. Fargo Seed House, Fargo, N. D.

**MEDIUM RED CLOVER SEED**. Thompson Lands, Windom, Minn.

**SEED CORN**, all varieties. Write 66C19, Grain & Feed Journals, Chicago, Ill.

**BLUE GRASS SEED**, 7-pound. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

**NEBRASKA Grown Red Clover**. Bartling Seed Co., Nebraska City, Neb.

**LUCERNE Alfalfa Seed**, Northern grown. Archias Seed Store, Sedalia, Mo.

**TEXAS RED SEED OATS**, free of Johnson Grass. L. P. Cook, Memphis, Tenn.

**YELLOW BLOSSOM Biennial Sweet Clover Seed**. Henry Campbell, Seward, Neb.

**MONMOUTH CLOVER**, Michigan grown, McLaughlin, Ward & Co., Jackson, Mich.

**HICKORY KING Seed Corn**, a good yielder. Snelson Seed Co., Box 492, Athens, Ga.

**BROME GRASS**, ask for samples and price. Valke-Christensen Co., Minot, N. Dak.

**SORGHUMS**, all varieties. Write 66C21, Grain & Feed Journals, Chicago, Ill.

**WHITE BLOSSOM Sweet Clover**, samples and prices on request. Kellogg-Kelly Seed Co., St. Joseph, Mo.

**IMPROVED Reid's Yellow Dent corn**, high yielding, free from disease. Ainsworth & Sons, Mason City, Ill.

**DWARF SWEET CLOVER**, tested for purity and germination. Thief River Falls Seed House, Thief River Falls, Minn.

**REGISTERED MARQUIS SEED Wheat**. Ask for identical sample and prices. Western Seed Co., 1421 15th St., Denver, Colo.

**KANSAS GROWN Alfalfa Seed**; U. S. verified; tested; high purity and germination. Write 66C20, Grain & Feed Journals, Chicago, Ill.

**BUCKWHEAT GRAIN** for sale—Re-cleaned Jap Buckwheat in car lots. Your inquiries solicited. H. B. Low & Son, Orangeville, Pa.

**SURPLUS CLOVER**, medium red and alsike, at less than wholesale prices. Hardy, clean, Minnesota grown seed. Davis Seed Co., St. Peter, Minn.

**MEADOW FESCUE**, one of the best hardy meadow grasses. Thrives most anywhere, will stand extremes of weather. A. H. Hoffman, Inc., Landisville, Pa.

**CHOICE TESTED Red and Black Amber Cane Seed** for sale; re-cleaned and sacked in carlots 30,000 lbs. or more, also Hog and Early Fortune Millet. M. M. Summers, Ft. Morgan, Colo.

**SEED CORN**

Medium early maturing varieties of high quality and germination prove a splendid sideline for your trade. Get our samples—place them in a noticeable position—they are sent gratis. DeWall Seed Co., Gibson City, Ill.

**KEEP POSTED**

# GRAIN & FEED JOURNALS

CONSOLIDATED  
332 So. La Salle St. Chicago, Ill.

A consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

**What have you?****FOR SALE**

An Elevator  
Machinery  
Seeds

**Do you want?**

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

**Grain & Feed Journals**

CONSOLIDATED  
CHICAGO, ILL.

readers who would like to know. Tell them thru a "For Sale & Want" Ad. Costs 25 cents per type line.



**MACHINES FOR SALE**

**AIR-BLAST CAR LOADER**, new, very best on the market; reasonable. Write or wire Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

**REAL BARGAINS**—Used Attrition Mills for sale, belt and motor driven; Kenyon Crushers; Expert Oat Huller; Monitor Oat Clipper; all kinds of machinery and supplies. The Sidney Grain Machinery Co., Sidney, Ohio.

**BATCH MIXERS**

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable; let us have your inquiries for prompt shipment. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Mo.

**BARGAINS**—One 75-h.p. Murray corliss engine; one heavy rubber drive belt, 18 in. wide, 65 ft. long; two double stands on 7x20 rolls; two Minneapolis centrifugal reels and one motor-driven Haines upright feed mixer, new; one two-pair high roller feed mill. Please make us an offer. Berry Bros. Co., Norwood, Minn.

**YOUR OPPORTUNITY**

2 steel elevator legs only, complete with exception of belt, for 24" belt, approximately 100' centers; 4 steel elevator legs complete, with belt, 26½" centers, 14x7" buckets. Standard Mill Supply Company, 1307 Waldheim Building, Kansas City, Mo.

**NEW AND USED MACHINERY FOR SALE**

One 22" double head Bauer Bros. Ball Bearing, Motor-driven Attrition Mill; 1 Three pair high Feed Mill, excellent condition; 1 Hess Corn & Grain Drier; capacity 1,200 bu. We own and have listed a large assortment of elevator, feed mill, flour & cereal mill equipment on which we can make you very attractive prices. It will pay you to write us before purchasing elsewhere. Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

**REAL BARGAINS**

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.

9 S. Clinton St.,

Chicago, Ill.

**Attendance at North Dakota Meeting**

[Continued from page 170]

Leonard E. Broe, Appam; John Broute, Wyndmere; V. F. Bunday, Kempton; L. S. Burgum, Arthur;

F. E. Carlson, Crosby; J. A. Carroll, Glenburn; M. J. Casey, Spring Brook; John T. Cavhin, Butte; Iver Christenson, Flaxton; Geo. Christesen, Loma; Jno. F. Condie, Kramer; F. E. Cormack, Grandin; Dave Coutts, Des Laes; F. N. Cowan, Cando; P. P. Cowan, Crocus; H. M. Cummings, Underwood; Wm. E. Danielson, Alkabo; A. V. Darling, Grandin; L. D. Davidson, Wolford; R. V. Davis, Beach; Theo. Dierich, Mandan; W. E. Disher, Rock Lake; F. H. Dunham, Hamberg; M. D. Dyar, Antler;

A. W. Eberl, Wolketh; Louis Enger, Minot; A. Erickson, Cathay; P. A. Erickson, Josephine; E. L. Evans, Ypsilanti; Jos. C. Folyen, Sanish; J. H. Frasier, Williston; P. O. Freed, Hampden; F. Gardner, Woods; J. E. Geisler, Hebron; Ed. E. Gentz, Stanton; O. Gilbertson, Wimbeldon; G. W. Gorbett, Maxbass; Tom Goudling, Edmore; F. G. Gould, Balfour; A. Grindler, White Earth; R. F. Gunkelman, Fargo; S. F. Guttu, Roth;

C. O. Haakenson, Maxbass; John P. Hackert, Anamoose; Wm. Hanlon, Carrington; J. E. Hannon, Flasher; R. W. Hanson, Max; John Hanson, Mohall; R. N. Haugen, Ryder; R. J. Hearonemus, Souris; O. M. Heath, McHenry; J. J. Heffern, Lansford; N. J. Hennen, Hong; Harry Hennix, Niobe; O. E. Henricks, Crocus; G. Herber, Jr., Stanton; B. Heskin, Norwich; Nels Hesseth, Battlevieu; W. F. Horbert, Spiritwood; C. A. Hohn, New Salem; A. S. Hough, Dawson; J. A. Hoye, Granville;

**MACHINES FOR SALE**

**BARGAINS**—Used Corn Sheller and Cleaner for sale. In good condition. Cheap for quick sale. The H. A. Hillmer Co., Freeport, Ill.

**FOR SALE**—Union Special, Type "L", motor driven, bag closing machine. Write or wire STANDARD MILL SUPPLY COMPANY, 1307 Waldheim Bldg., Kansas City, Mo.

**A BARGAIN**—\$800 buys 50-h.p. Fairbanks-Morse ball-bearing motor, switch box volt meter; also hammer mill grinder, 2 tons per hour all oats. Only used short time. Lock Box 136, Hamlin, Iowa.

**REAL BARGAINS**—One Roller Oat Crusher; One No. 3 Invincible Cleaner; One Jay Bee Hammer Mill; One Feed Mixer; Ball Bearing Hangers, Steel Pulleys and Double Leather Belting. H. M. Cross & Sons, 282 State St., Rochester, N. Y.

**BATCH MIXERS—SLIGHTLY USED**

Small, medium and large size self-contained vertical batch mixers, also horizontal mixers. Practically new machines at unusual prices. Write 66C12 Grain & Feed Journals, Chicago, Ill.

**FOR QUICK SALE**

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

**MACHINES WANTED**

**PORTABLE BAG PILER** wanted. Address Calverley Feed Co., East St. Louis, Ill.

**A GOOD SECOND-HAND** 32-in. or 34-in. grain blower blast fan wanted. A Maroa boss or an American blower. Ball bearing blast fan only. Pollock Grain Co., Middle Point, Ohio.

**WANT TO BUY** a used Eureka Mixer and Blue Streak No. 30 Hammer Mill. State price, size and capacity. Address 66C39, Grain & Feed Journals Consolidated, Chicago, Ill.

**WANTED**

Hammer Mills, 9x30" and larger Roller Mills Automatic Scales, Feed and Flour Mixers Grinders, Attrition Mills, 8x32" Reels, Feeders, Bleachers. Give price and full description. Address 63N14, Grain Dealers Journal, Chicago.

## To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL, of Chicago. It will bring you quick returns.

J. W. Hoye, Lucca; Arthur Ihle, Simcoe; E. E. Ingold, Taylor; E. J. Jensen, Surrey; C. A. Johnson, Williston; Caleb Johnson, Trenton; J. J. Johnson, Doyon; Julius Johnson, Battlevieu; L. A. Jorgensen, Portal;

J. A. Kelly, Brocket; W. B. King, Minot; Fred Klein, Beulah; B. M. Klinger, Chaselay; Gishie Kloster, Max; R. L. Kneisel, Starkweather; B. H. Knese, Dodge; P. E. Knudson, Hettinger; L. L. Kruchten, Perth; L. A. Larson, Wabek; O. D. Larson, Jamestown; R. L. Larson, Willow City; P. E. Lindgein, Stanley; D. E. Luhrs, Glenburn; D. N. Lunde, Tagus; Ben McCloskey, Wing; Hugh McGillivray, Dickinson; D. I. McHugh, Dunseith; A. M. Maides, Ray; R. E. Manning, Alamo; Pete Meier, Napoleon; John Meisch, Goodrich; J. L. Mertz, Goodrich; John Michaels, Judson; K. Miklethum, Wabek; H. R. Miller, Kloten; R. G. Miller, Ryder; William M. Moo, Rawson; Chas. G. Morey, Burlington; W. W. Morrison, Manitou; P. A. Morrissey, Berwick; J. C. Morse, Souris; M. J. Mullins, Glenburn; P. E. Myhre, Plaza; L. T. Nelson, Berthold; Carl Neubauer, Harvey; H. R. Nicholson, Petersburg; O. G. Nordhaugen, Leeds; N. E. Norman, Grenora; Thos Oien, Wildrose; Aug. Okeson, Turtle Lake; H. Oliver, McClusky; R. L. Olson, Deering; Lionel Ogrande, Watford City;

W. J. Paff, Tolley; C. W. Parson, Regan; Geo. B. Paulson, Manfred; Paul Paulson, Carpio; Jno. T. Payne, Halliday; Clarence Pederson, Makoti; W. T. Pederson, Sentinel Butte; C. E. Pendergast, Northwood; Albert M. Pepon, Bordulac; Melvin Peterson, Warwick; F. J. Pluth, Makoti; J. S. Pluth, Karlsruhe; J. H. Poyzer, Hansboro; C. H. Rane; Antler; Iver Rasmussen, Solen; M. J. Ras-

**Winning Out**

It's doing your job the best you can,  
And being just to your fellow-man;  
It's making money, but holding friends,  
And staying true to your aims and ends;

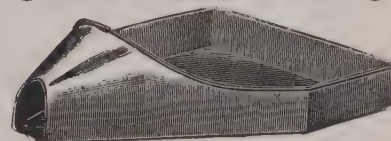
It's figuring how and learning why,  
And looking forward and thinking high,

And dreaming a little and doing much;  
It's keeping always in closest touch  
With what is finest in word and deed;  
It's being thorough, yet making speed;  
It's daring blithely the field of chance,  
While making labor a brave romance;  
It's going onward despite defeat  
And fighting staunchly, but keeping sweet;

It's being clean, and it's playing fair;  
It's laughing lightly at Dame Despair;  
It's looking up at the stars above,  
And drinking deeply of life and love;  
It's struggling on with the will to win,  
But taking loss with a cheerful grin;  
It's sharing sorrow, and work, and mirth,

And making better this good old earth;  
It's serving, striving through strain and stress,

It's doing your noblest—that's Success.

**SAMPLE PANS**

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½ x 12 x 16½", \$2.00 at Chicago.

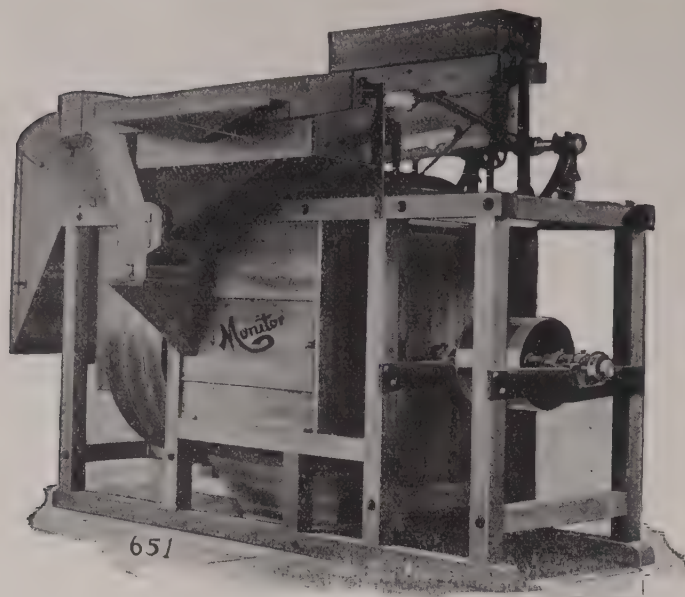
Seed Size, 1½ x 9 x 11", \$1.65 at Chicago.

**GRAIN & FEED JOURNALS  
CONSOLIDATED**  
332 So. La Salle St., Chicago, Ill.

musson, Osnabrock; H. W. Reed, Burnstad; R. L. Richardson, Granville; Fred W. Rigge, Butte; T. J. Ritzman, Knox; B. H. Roberts, Cathay; E. E. Robideaux, Parshall; N. J. Rothlisberger, Overly; N. N. Runnestrand, Fordville; G. H. Sawyer, Berthold; Geo. L. Schafer, Oberon; Otto Schneider, Garrison; G. M. Schuler, Hettinger; C. O. Schultz, Martin; Geo. M. Scott, Medina; J. A. Semmens, Karnak; Harold Strumgard, Devils Lake; G. Sharpe, Cooperstown; S. A. Sieberd, Velva; Jacob T. Sieg, Glen Ullin; A. J. Sjolseth, Blaisdell; H. Sjoldal, Minot; Otto Sletten, Pekin; Jos. H. Snider, Cleveland; O. A. Solvik, Douglas; A. C. Sorenson, Sherwood; W. H. Sparrow, Berthold; Tim Stafelen, Max; A. J. Stewart, Cando; Clare Stocking, Hettinger; Louis Straebel, Glenburn; J. D. Sullivan, Alamo; O. A. Swanson, Greene; C. L. Swedlund, Lundsvalley; Gust Swedlund, Powers Lake;

C. J. Tattle, Clyde; A. L. Tennis, Columbus; Chas. Torgerson, Leeds; R. O. Torgerson, Parshall; Oscar Tossett, Hamar; Ernest Tuff, Rugby; W. P. Vincent, Fortuna; John Voeller, Sykeston; Louis Waag, Petersburg; Aug. Wahl, Harvey; Ben Wall, Bartlett; Eris O. Wallin, Steele; F. J. Walsh, Agate; James Ward, Calvin; Andrew Welk, Benedict; H. E. Wicklund, Grenora; C. E. Wilcks, Coleharbor; J. A. Wik, Upham; J. L. Williams, Hartland; H. C. Wold, Cando; J. E. Wenchik, Clements-ville; G. E. Yonkers, Van Hook;





**LOCATION** • new  
**FACTORY** • modern  
**EQUIPMENT** • complete

Prompt  
 Deliveries a  
 Speciality

## Many a Dollar

may be made with a MONITOR Oat Clipper in operation. If this were not true, why should nearly all of the big Terminal houses select and install the MONITOR. For they certainly do.

You can use the machine on wheat that is a little off grade—on barley that needs brightening up and for removing the bearded end of the oat. Feeders demand a clipped oat and will buy where they can get it.

When you need such a machine, you will need it bad. For lack of it, you will find many a dollar of profit slipping away from you. Why not be prepared to carry on your business in all branches?

## Huntley Manufacturing Co.

Department B

(Formerly at  
 Silver Creek, N. Y.)

**BROCTON, NEW YORK**

### Our Representatives at Your Service

#### Chicago, Ill.

A. D. McPherson,  
 411 Utilities Bldg.

#### Kansas City, Mo.

F. J. Murphy, 732 Board  
 of Trade

#### Dayton, Ohio

W. B. Sutton,  
 337 W. Hudson Ave.

#### Los Angeles, Calif.

Humphreys Mfg. Co.

#### High Point, N. C.

C. T. Burton,  
 529 White Oak St.

#### Minneapolis, Minn.

A. F. Shuler,  
 222 Millers & Traders Bldg.

#### San Francisco, Calif.

John R. Gray, Inc.,  
 723 Harrison Street

#### Vancouver

Will Hill, 414 Seymour St.

#### Philadelphia, Penna.

C. Wilkinson,  
 4107 Chester Ave.

#### Rochester, N. Y.

B. L. Brooks, Powers Hotel

#### Canadian Plant

Tillsonburg, Ontario



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Foreign Countries, prepaid, one year, \$3.00; to Canada, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth. Member A. B. C.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, FEBRUARY 11, 1931

NONE of the farmers elevator ass'ns seem to look with favor upon the methods of the scheming agitators grabbing for autocratic control of the farmer owned elevators, and officers who were misleading them for personal glory are being dropped. A sad story.

HERE'S a bit of information we hope some Congressman will tell the surplus-holding Farm Board. January 30th Australia sold five cargoes of wheat to Shanghai, but the Farm Board is still holding tight its 135,000,000 bus. of wheat and 650,000,000 lbs. of cotton.

HAVING already resigned, the retiring secretary of the Federal Farm Board does not fear separation from his lucrative office as the penalty for telling the truth about why pools fail. He stresses poor management. We all agree with every word the secretary said in his radio broadcast; but he did not point out that the political method of selecting managers of any business enterprise invariably chooses incompetents.

**TRAVELING** Truck Grinder competition is causing Iowa feed mills a world of worry, but their dander is up and they will fight to the finish. A Storm Lake elevator is offering to call for farmers' grain and deliver the ground feed, a helpful but expensive service.

**INSPECTING** grain for revenue only is meeting with merited opposition from shippers to Kansas terminals. When the grain shippers have paid all the expenses of the state grain inspection department they have done their full share. To demand more would be extortion.

**GRINDING** feed for 10 cts. per cwt. and paying your own power bills does not leave enough to buy new equipment when the old machinery wears out. Obsolescence, deterioration, taxes, interest and replacement must be provided for if the feed grinder is to continue in business.

**THE FEDERAL** and state governments are now spending close to \$30,000,000 in agricultural research work. As a lot of this money is spent in an effort to produce bigger and better crops of wheat, cotton, tobacco, etc., wouldn't it be well for the Farm Board to look into the matter?

**WHEN** you see a car leaking grain in transit, send us its initials, number, where leaking, kind of grain, date and direction of movement for free publication in our "Leaking in Transit" column. Help your brother shippers to collect for grain lost in transit and they will be glad to reciprocate.

**GRAIN DEALERS** operating offices distant from business sections of their towns owe it to themselves to exercise greater vigilance than usual, because the business depression seems to have developed an unusually large crop of burglars and safe breakers, as is emphatically reflected by many reports of their activities in recent numbers of the Journal.

**HELPING THE FARMERS** help themselves seems to be a thing that is easier said than done. Some of them don't take much stock in the so-called expert advice; some can't act upon it, and some never hear enough about it to understand, the net result being that hundreds of thousands of farmers, scattered over the country from Maine to California, are doing just as their fathers did, "forty" years ago.

**IN THE COURSE** of a long discourse before the recent convention of the Farmers Grain Dealers Ass'n of Iowa, E. G. Dunn, pres. of the Iowa Cooperative Grain Co., stated that the new organization of which he is head would seek direct routes for the farmers grain thru the farmers elevators, to the cooperative sales agency, to feeders, millers and highest bidders. This, he said, is an undeveloped field, particularly the business of going direct to the feeder. Just what does he suppose every broker and terminal handler of grain does? In our experience they seek the shortest cut to the ultimate consumer thru the medium of price.

**KANSAS** customers of brokers can not welch on paying the brokers' commissions under the decision by the supreme court published elsewhere, holding that the federal futures act protects transactions on exchanges. This being the second of such cases to be decided in favor of the brokers in Kansas the precedent may be considered established. Brokers having patrons who are disposed to shirk their obligations should profit by this decision.

**MUTUAL POLICY** holders, whose premiums are always governed directly by the amount of the annual fire losses, will be pleased to learn that at least one Illinois mill which seems to have caught fire recently, is not disposed to burn, although papers soaked in gasoline were strewn from basement to roof, covering stairways, floors, and passageways, until inspectors who viewed the ruins after the automatic sprinklers had extinguished the fire marveled at the saving of the property. The question in everyone's mind who visited the mill after the fire was extinguished, is not "How could it burn"? but How did it escape complete destruction?

**GRAIN BUYERS** everywhere will be deeply interested in the results brought to light recently by the Live Stock Marketing Division of the College of Agriculture, University of Illinois. Carefully conducted tests of 105 farm scales in Illinois disclosed the fact that few of the scales, although they had been in service from 25 to 50 years, had ever been inspected, tested, or repaired. In fact, 88% of the scales tested failed to earn a certificate showing them to furnish good weights. Unless wagon scales are frequently inspected, tested, and put in prime working condition, accurate weights cannot be obtained. The elevator operator is daily paying out money on the weight determined by his scales. He has more at stake than any of his customers, and naturally is more deeply interested in knowing that his scales are giving accurate weights.

**COUNTRY ELEVATOR** operators, no doubt, are pleased to learn that many of their farmer patrons who during the hot August days of 1930 submitted half filled ears, proving the drought stunted condition of the corn crop, are now reporting yields of 60 to 75 bushels from the same fields. While King Corn always has been somewhat fickle, the corn growers are even more so, and several Illinois dealers who were recently comparing notes discovered that farmers of their districts who reported the most disastrous conditions in their fields last August, had 7000 to 12,000 bushels of corn in the crib which they wanted to sell. So it behooves every country elevator operator to discount the reports of crop disaster received from farmers with large cribs, because experience proves that few possessors of well filled cribs can see over or around those cribs, and their judgment regarding the growing crop is generally biased by their own holdings.



### Will You Help to Stop County Agent Competition?

The activities of the county agents in many sections of the country are in direct violation of the specific provisions of the Federal law authorizing their employment. It was never the intent of the drafters of the law to establish or maintain a merchandising agency with the support of the Federal Government. We feel certain that grain and feed dealers everywhere are anxious to get the government out of business, and especially to get all county agents to whose salaries the Government is a liberal contributor out of all merchandising lines.

Many of these misguided extension service workers have a misunderstanding both of their duties and of the limitations of their activities. It is repugnant to a democratic form of Government for any line of business to be taxed in any way to maintain either in part or in whole any governmental agency which will compete directly with them in their efforts to serve the public.

We trust that every grain and feed dealer who learns of the commercial activities of these quasi-governmental employees will notify us of each specific violation of the law, to the end that we may accumulate a sufficient volume of evidence of the law's violation, and a sufficient number of complaints against these violations, to convince the officials in charge that the public at large is decidedly opposed to this interference with business by governmental employees.

Many cases which have come to our notice disclosed the fact that the farmers could have purchased merchandise of superior quality at a lower price than they paid the county agent, had they gone to an established merchant and bought from him, in sufficient quantities to enable him to order in car lots. Even the county agent would be money ahead if he would cooperate with the local merchants in buying merchandise in carload lots, and what is more, they would profit by the experience and knowledge of the established merchants in getting recognized brands of quality goods. Many of the purchases of the county agents have resulted in patrons receiving such an inferior quality of merchandise that many farmers objected to paying for the goods upon their arrival.

Buying merchandise of any character, through inexperienced agents, and without definite knowledge of the quality they would receive, is at best a wild speculation and one which would be discouraged by country newspapers if the established merchants were more liberal supporters of their advertising columns.

Aggressive opposition to the maintenance of competitive sales agencies by established merchants should help to put these inefficient, tax supported salesmen out of business. We hope to receive full particulars regarding any infraction of the law by these county agents and extension service workers. Whenever you have definite information regarding their illegal activities let us know.

### Another Weird Proposal

Under a plan proposed by Senator Smith of So. Carolina, there would be no cotton planted this year. He says there will be a carryover of six or seven million bales and he wants the Cotton Stabilization Corp'n to buy it all and sell it back to the planters to be marketed by the latter when prices are right or cash is needed. He further says that this plan would release 15 or 20 million acres of land and make them available for the production of food crops and live stock.

Such a substitution might work all right for the planters, for their agricultural friends in the north cannot grow cotton. What it would do to producers of live stock and of food and feed crops, however, is not hard to see.

If the southern market for lard, bacon, flour, corn, oats, hay, etc., was cut off, through the utilization of 15 or 20 million acres of cotton land for producing them, and our export markets wiped out through Farm Board price fixing, the farmers of the corn belt might as well take two vacations of 6 months each, during the next year.

### The Marketing Act and Unemployment

From President Hoover down, the people of this country are seeking ways for the relief of the present unemployment situation. Many alleged "cures" have been suggested and some of them have been tried, but business is still in the doldrums.

There isn't another nation in the world that is basically as sound as is the United States of America. No other country has anywhere near our wealth in natural resources. No other has anything like the same number of people who demand the best, in the way of food, clothing, home conveniences, entertainment, etc., and no other has made as much of an advance along mechanical lines as have we.

The stock market crash of 1929 is assigned as the cause by a good many, while others say there must have been a reason for that crash or it would not have occurred. The latter tell us that our inordinate craze for speculation, with the consequent inflation of stock prices, led to our downfall.

Holding a post mortem, however, never brings the subject back to life, and frequently is of but little value as a guide for the future. What is of greatest importance is a cure for the sick patient rather than learning what killed the dead one.

Paragraph A of section 1, of the Marketing Act declares it to be the policy of Congress to promote the effective merchandising of agricultural commodities in interstate and foreign commerce. This law has been in effect for just about 20 months and what has happened?

Well, certainly no more "effective" way has thus far been brought forward for merchandising our agricultural products in interstate business and our foreign markets have been almost completely wrecked. Furthermore, this paralysis of our foreign trade has had a very depressing effect upon many lines of domestic industry.

Added to these, the menace of the Marketing Act has been as a millstone about the neck for some of our most important lines of domestic business. The result has been to discourage expansion and to throw thousands of men out of employment.

The Act has thus far been helpful to none and harmful to a countless multitude. The sooner the whole thing is repealed, therefore, and both agriculture and industry permitted full and free opportunity, the quicker

the country will get back to its normal condition of prosperity. This sand in the gears of our marketing machine has retarded our progress in a most distressing manner.

### Who Pays the Bill?

In considering the independent offices appropriation bill, members of the House of Representatives, on Jan. 27, brought out some facts that should be of interest to farmers as well as to members of several of the agricultural trades. Criticism was being leveled at the high salaries paid by the stabilization organizations, and Rep. Blanton of Texas said that the heads of the stabilization machinery, set up by the Farm Board, instead of just the salary of \$25,000 for the head of the grain organization and the \$25,000 for the head of the cotton organization, "with the emoluments would run up a total compensation of \$75,000."

The defense was that the stabilization salaries were neither fixed nor paid by the Farm Board, and while that may be literally true, it is also true that the Marketing Act provides in substance as follows:

1. The stabilization corporations are financed by the government.

2. Expenses are paid from the profits, if any are made, but if no profits are made, either present or future, the government stands the losses for stockholders or members of the corporation are not subject to assessment for any losses incurred in the surplus control operations.

Perhaps the head of the stabilization corporations are worth as much to the country as is the President; or as 5 members of the cabinet; or as any ten members of Congress, and then again, perhaps they are not. If they can work us out of our present wheat and cotton snarls and show a profit, they are worth ten or even a hundred times \$75,000. If they cannot, and the corporations are bankrupt, a receiver with experience in marketing could doubtless wind them up much less expensively.

With the Federal treasury behind these stabilization corporations, they cannot, of course, be said to be bankrupt, but there isn't another business organization in the country that could have sustained such prodigious losses as have these, and remained out of the bankruptcy courts.

With this demonstration of what is possible in the way of fat salaried jobs, the great wonder is that stabilization corporations have not been formed for the handling of dairy products, livestock, tobacco, wool, seeds, poultry, potatoes, etc. These have all been designated as agricultural commodities by the Farm Board and while advisory committees have not yet been named for some of the above, that wouldn't take long and then their recommendations to the Board would almost automatically create the "juicy" jobs. Some of the satellites seem to have overlooked some very unusual opportunities.

Mr. McKelvie, however, says these stabilization corporations are emergency and temporary measures, but the question naturally arises as to how they are to be dissolved or otherwise disposed of when once brought into being. The Act is silent on the subject, and if, as presumed by the law, they can make a profit, and provide nice fat jobs, what could or would the Board do to dispose of them?

Consideration of this stabilization provision as written into the Act, again serves to show how little consideration was given as to the practicability of the whole measure.



# North Dakota Farmers Grain Dealers Denounce Storing and 70% Loans

For the first time in 20 years, while King Blizzard was up north collecting some cold winds, the grain dealers of North Dakota assembled at Minot, Feb. 3, to celebrate the annual gathering of the Farmers Grain Dealers Ass'n and to enjoy the balmy spring zephyrs. Many drove to the convention resulting in a large attendance. Nearly 1,000 registered.

The lobby of the Leland-Parker Hotel was constantly agog with salutations and felicitations, where old friends met once again. The western part of the state was particularly well represented.

After registration and a tour of the many attractive machinery exhibits in the basement of the Auditorium, President A. M. Thompson, Cogswell, called the first business session to order Tuesday, 10:00 a. m.

Following invocation, A. J. H. Bratsberg, president of the Minot City Commission, welcomed the delegates.

**PRESIDENT THOMPSON** responded and followed with the reading of his annual address from which the following is taken:

## President Thompson's Annual Address

In common with other business institutions we have not had the best year. The grain market has not stood up as hoped. There has been a continual downward swing which makes it difficult to buy and sell safely. To many it has meant a loss. Fortunate is the elevator manager whose books when closed at the end of the year will not be in the red. The volume handled is in most cases satisfactory. At times a less volume would have been better. As a whole, North Dakota had a good crop and would have brought a good return were it not for the depressed prices.

**Allied Lines.**—There will be room for the elevators to buy and sell the different commodities caused by the somewhat rapid change in agricultural development. It will mean more cleaners and grinding machinery as well as space for housing commercial feeds and seeds.

It would be wise if every elevator would enlarge its side line business to meet the gradual requirements for a place where the patrons may purchase and sell the different commodities that are now required to supply their needs of the newer methods of agriculture. I am not referring to any commodity except such as feeds, seeds, minerals and similar goods.

**Compulsory Storage.**—The Legislature is again in session. Up to the present time not many bills pertaining to the grain trade have been introduced. Our old friend (storage rates) has bobbed up in the form of a House Bill. This time it was a fifty-fifty proposition, that is, its purpose was to cut the present storage to half of what it has been for some time. If such a bill should succeed and become a law it would certainly create a hardship bordering on confiscation. The fact is the elevators can not meet its requirements and succeed.

Rates of storage must be reasonable and just. The question may be fairly raised, why any public warehouse storage? Should not an elevator be operated for the purpose of buying and selling commodities instead of acting as a public warehouse for storage purposes?

The logical manner to handle grain is to sell when delivered, or else store on the farm where grown. Your officers have presented protests, but I would suggest that a communication from the convention be sent to the proper legislative authorities, voicing our protest, requesting that if there should be a compulsory receiving of grain for storage the present rates remain in effect. However, there seems to be a general opinion, as a result of elevator companies having to ship out stored grain against which hedges have been bought that have resulted in very serious losses, that the present law should be changed so as to leave storing optional with each elevator company.

**Smut.**—The manager knows smut and what it will do in his elevator. He realizes that a mere whiff is detrimental to more grain than the load just coming up the driveway. When this grain reaches the market it is discounted. Just how much the actual dis-

count will be he does not know. Of course, these smutty grains before being used may be run thru a scouring machine, washed, chemically treated, or blended with other grain, but even a part of its value is lost thru shrinkage and cost of treatment.

The manager can to a great extent influence and educate his patrons to eliminate smut. I know of elevators that have large placards stating that smutty grain will be discounted. The manager is not to blame but he can explain to his customers how to treat this grain and encourage them to at least give it a fair trial. Once a farmer has treated and learns of its advantage and discovers how easily it is done I believe it will become a part of his spring work when preparing his seed for planting. I believe it is not so much the labor and expense involved as it is to follow an old custom. Once tried, treating will be tried again and become a part of the necessary spring preparatory work.

**Waterway Improvement.**—The United States Engineers' office in Kansas City, Mo., which is now making a careful study of transportation of the upper Missouri valley, has recently sent out questionnaires asking for the probable tonnage that could be expected at river ports in this state if a 6-foot channel should be constructed on the basis of a 20% reduction in freight rates. This to apply as far up stream as Williston. The War Department will conduct a public hearing in Bismarck, the only one in North Dakota on Feb. 16.

**The Shippers Advisory Board** has accomplished wonderful results by bringing the shipper and transportation companies into a closer contact. The demand for cars during the peak loading season is not heard of any more. Thru the co-operation of the shipper, carrier and terminals, efficiency in furnishing cars and moving cars is nearly 100% perfect. This is brought about thru a better understanding thru the agricultural transportation, commercial and industrial interests for the common good of the American people.

One of our directors, R. F. Gunkelman of Fargo, is the newly elected general chairman for this district. He has worked with the board since its organization and I predict for him a successful year. Our secretary, P. A. Lee, is one of the first members who has at all times worked for the best interests of the shippers. He is a member of one of the most important committees and is able to get cars when needed.

**Good Roads.**—As elevator men we are interested in good roads. I think we are especially interested in the highway that leads from the farm to the railroad station where our elevators are located. Too often when we think of highways, we think of the established road leading from one section of the country to the other. We must not forget that the roads most beneficial to us are the so-called side-roads. At the present time the legislature is considering license fees and gas tax. Would it not be a good plan in an agricultural state like ours to give more consideration to the rural highway which does not receive any revenue from either the auto or truck license nor the gasoline tax?

**SECY. LEE** followed with the reading of a bill drafted by the organizations' counsel, which it was proposed to have presented to the Legislature, demanding that all contracts, mortgages or other instruments effecting title to farm products be filed with the county registrar of deeds, in an effort to protect grain dealers buying mortgaged grain, etc., and to place the responsibility where it belonged. Another measure of the same nature is now before the Legislature, it was later learned, so no action was taken.

## Sec'y-Treasurer Lee's Report

**Claims against U. S. Food Administration Grain Corporation.**—During the past year your secretary has devoted a great deal of time to what might be termed three major projects: first being the pressing of our claims against the United States Grain Corporation by reason of advances being made for the United States Grain Corporation under a certain contract that practically all of the elevators in the states of North Dakota, Montana, South Dakota, Minnesota and Iowa had with the United States Grain Corporation in the fall of 1919, the same being

for interest and insurance charges on cash wheat and held in the elevators either because of absence of shipping instructions from the Grain Corporation or inability to secure cars.

Three trips were made to Washington during the year. The one being in April when about one week was spent in Washington in conference with different members of both the House of Representatives and the Senate of the United States.

Congress in Resolution No. 59, now Public Document No. 80 of the 70th Congress instructed the Comptroller General of the United States to make an audit of the books and records of the United States Grain Corporation and to pay to the claimants the amounts found by the accounting office to be due to the elevators in the territories mentioned.

The April trip was taken to Washington for the purpose of ascertaining what further steps should be made and in what manner these claims should be filed. We were somewhat disappointed to learn in conference with the Comptroller General that it would be necessary on the part of the claimants to furnish satisfactory evidence that orders for grain cars had been placed with the local agents and that cars had not been furnished. The Comptroller General took the position that whereas the United States Grain Corporation undoubtedly had waived compliance with the terms of the contract, that he was not in position to do this owing to the fact that he was under constant surveillance by nearly all the departments of the Government and therefore was subject to severe criticism unless he required full compliance with all the terms of the contract which stipulated that every effort and due diligence must be used in securing cars for shipping grain and that possibly the best source of information would be the railroads. This, of course, was found impossible.

The railroad companies thru one cause or another, aside from the permission granted to the railroads by the Interstate Commerce Commission, had destroyed all records more than seven years old.

This brought about the necessity of an introduction of an amendment to Public Document No. 80 which would authorize the Comptroller General to audit and pay the claims solely upon the weekly reports made and filed by the elevators. This amendment known as House Joint Resolution No. 303 was unanimously approved by the House of Representatives but we have had opposition in the Senate Claims Com'te which necessitated another trip to Washington in December in an effort to remove the opposition.

It was found impossible to secure a meeting of the Committee before the Holidays, necessitating, therefore, another trip last month. Your secretary appeared before that Com'te and attempted to make a complete statement, and while he was on the stand for better than one hour he was only permitted to occupy about ten minutes of that one hour in direct testimony.

It developed that three out of nine members of the Com'te present were opposed to the passage of the measure and it did not seem possible to convince them that our claims were of a moral character. One Senator, a Democrat from Alabama, made the assertion that in his opinion all these claims were highly immoral. After two hours of wrangling the Com'te adjourned subject to call again by the Chair.

Your secretary remained in Washington about a week in the hopes that another Com'te meeting would be called, but up to the time of writing this report we have no information of another meeting having been held. But, on the other hand, we are informed by the clerk of the Senate Claims Com'te, who has given us some very valuable help, that in some manner his entire file, except the report of the hearing before the Com'te had disappeared.

Despite this experience your secretary is more hopeful of a final victory in this matter at time of making this report than he has been at any time during the more than ten years that he has worked on this proposition.

**Independent Division of Ass'n.**—The second major project has been the attempt to develop the Independent Division of the Farmers Grain Dealer Ass'n. During the early part of 1930 it appeared imperative that some effort be made to more closely unify the independent dealers because of the 1929 legislation to afford agricultural relief.

A series of four district meetings for independent dealers were held when the problems that confronted them particularly were discussed and an attempt was made, with some measure of success, to interest such dealers in the advisability of concerted action in some manner to seek to protect their best interests.

There were some efforts in certain quar-

[Continued on page 161]



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Priority of Judgment and Mortgage?

*Grain & Feed Journals:* If an ordinary creditor gets a judgment against a debtor who is a tenant farmer does he have priority over the holder of a mortgage on the grain given by the tenant to his landlord?—R. A. McClelland, Dwight, Ill.

**Ans.:** As to personal property and chattels no levy can be made AFTER title has been transferred from the debtor by bill of sale or mortgage to some third party, who may be the landlord or some other person or corporation or bank.

The importance of being first in point of time is evident in the case reported on page 91 of the Journals for Jan. 28.

### Guaranty of Title by Farmer?

*Grain & Feed Journals:* We are using on the back of the checks given to farmers in payment for grain a rubber stamp reading as follows:

This Draft is issued to the payee for grain and by endorsing this draft the payee represents and warrants that he is the sole and unconditional owner of such grain and that there are no liens or chattel mortgages on such grain.

Payee  
The above endorsement without change or erasure must be signed by the payee before payment of this draft.

What do you think of it?—Wm. Ringle & Co., Cambridge, Ill.

**Ans.:** The stamp, with signature and endorsement, has the effect of making the payee guilty of obtaining money under false pretenses if he knew there was a lien on the grain. While this fact may deter some from committing the fraud, yet the criminal liability does not help the grain buyer get his money back, as his recourse is only against the payee, the position of landlords, threshermen and mortgagees not being affected.

In a civil suit the rubber stamp would aid the grain buyer in recovering from the seller for breach of warranty.

### Limitations on County Agents?

*Grain & Feed Journals:* Please inform me the exact duties and the limitations placed by the federal law on the activities of county agents. If there is any fixed schedule of wages contributed to these merchandise brokers we will be pleased to know what it is.—Fred Smith & Bros.

**Ans.:** The Smith-Lever Act, providing for extension work thru county agents specifies that "instruction and practical demonstrations in agriculture and home economics shall be given to persons not attending colleges, thru field demonstrations, publications and otherwise." The law does not state that the agents can transact any business whatever. If they do so it is not as a part of their official duty.

The Secy. of Agriculture several years ago stated that the county agents "May not act as organizers of farmers ass'ns, edit organization publications, manage co-operative business enterprises, engage in commercial activities, act as financial or business agent."

If any county agent is exceeding his powers by competing in business with regular brokers proper action to bring his work into legitimate channels will be taken on report to C. W. Warburton, director of extension work, U. S. Dept. of Agriculture, Washington, D. C.

No fixed schedule of wages applies to the agents. They are paid by several agencies, among the contributors to their support being the federal government, \$8,978,000; states, \$6,405,000; counties, local organizations and individuals, \$7,534,000, in 1929.

### Wants a Sweet Feed Ingredient

*Grain & Feed Journals:* What other sweetenings, beside blackstrap molasses are, or can be used, as a mixed feed ingredient?—H. E. Williamson, St. Louis, Mo.

**Ans.:** Any of the sugars could be used, but their prices put them out of consideration for general use. Beet pulp, copra, bran, etc., are frequently mixed with black strap or other cheap molasses and the product, after being dried, is sold as a sweet ingredient for feeds, and there is or was being made, in the Hawaiian Islands, a product called algaroba meal, that is said to be exceedingly sweet. This meal is made from a bean that is familiarly known as St. John's bread.

So far as is known, algaroba meal is not now available in this country, and the chief difficulty with some of the products to which molasses has been added, and then dried, is that they gather moisture quickly and become sticky and cake in such a way as to be almost past using.

### Rye and Barley Prices at Record Lows

The course of prices for rye and barley for the past 14 months as depicted on the chart herewith has been one of downward trend to the very last day of January.

While many reasons may be found for the steady drop in prices the controlling factor was the large crop of rye in central Europe. Low prices for rye on that continent deprived the United States of any export outlet for this cereal. The situation was aggravated by the large crop of 1930 amounting to 50,234,000 bus., against 41,911,000 bus. in 1929, the surplus hanging like a millstone on the neck of believers in higher prices. Rye was so cheap in Germany that, but for the duty, it could have been laid down in the United States at less than the domestic quotation.

The domestic consumption is only about 25,000,000 bus. a year, which can be increased but slightly by substitution, as practiced by

a few large users such as the Commercial Solvents Corporation, which now is using rye in place of the corn commonly employed as the raw material.

The visible supply of rye on Jan. 31 was 14,825,000 bus. against 14,257,000 a year ago, and 6,462,000 bus. two years ago, before the Farm Board began its policy of accumulating stocks of wheat. Many speculators accumulated rye to be sold on the bull market expected from the Farm Board's operations. Prices are the lowest since 1894.

Barley has consistently been seeking lower levels, the important factor being the large Canadian crop. Maltsters in Canada, aided by cheap barley, can pay the duty and lay down barley in New York at prices with which United States maltsters can not compete. After paying freight for 700 miles from Western Canada to Fort William, Ont., and handling charges at both ends barley was delivered at Ft. William at 22 cents per bushel. The Minneapolis May delivery as shown in the chart herewith touched 33¼ and on Jan. 31 33½ cents.

The 1930 crop of barley was large, at 325,893,000 bus., compared with 302,892,000 in 1929. The visible supply on Jan. 31 was 10,642,000 bus., against 8,981,000 a year ago and 8,955,000 bus. two years ago. These supplies of home grown barley can not be considered excessive in view of the size of the crop and the shortage in the corn crop, and the explanation for the low price must be sought elsewhere.

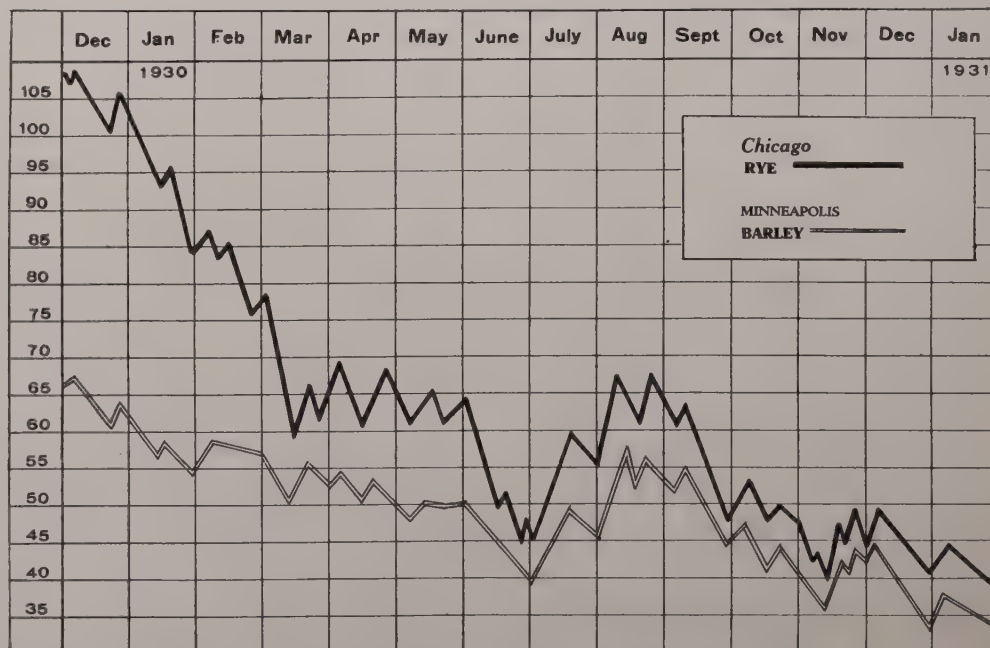
### Flaxseed This Season Yields Less Oil

The damage to the growing crop of flaxseed by the drouth during the past summer is reflected in the diminished outturn of oil in the crushing mills.

Northwestern flaxseed during the past quarter is reported by the Archer-Daniels-Midland Co. to have yielded only 17.78 lbs. oil per bushel, against a normal of better than 18½ lbs. In the fall quarter of 1929 the yield was 18.32; 1928, 18.43; 1927, 18.75, and in 1926 18.63 lbs.

The flaxseed now coming to market is still poorer in quality and the yield of oil is expected to be lower as a result. To come out whole the linseed oil manufacturers must increase the spread between prices of oil and the seed.

### Rye and Barley Prices Falling to Record Lows



Active Futures of Chicago Rye and Minneapolis Barley from Dec. 1, 1929, to Jan. 31, 1931.



# Evil of Pooling Contracts

From address by F. S. BETZ before Illinois Farmers Grain Dealers at Peoria

**Killing Efforts to Serve.**—A very important principle involved is the same as was involved in the guaranty by the government to the railroads of a certain profit above expenses in their operation. A contract marketing plan is of a similar nature and is conducive of the same uneconomic effects. (1) It does not lead its executives to conduct the business on an economic basis. The attitude can easily be developed which need not be expressed, "Why spare expenses?" Salaries can be boosted, equipment be introduced, uneconomic experiments be tried and money wasted in a thousand ways and be charged to expense. The guaranty is so much above. (2) If the business is tied to the organization by contract, what should the careless executive care about giving service? There would be a natural growing tendency towards lethargy in going out after business. "To be at ease in Zion," would be as natural as time wears on as it was with the ancient Israelites.

I have often thought that, while it was mighty inconvenient, it was a good thing for a lot of elevator companies that they were not fully financed from the beginning. To be poor is inconvenient, but poverty has brought out the best there was in a lot of men in this country, where if they had had all of the wealth that would have enabled them to live without effort on their part they might have died in obscurity. Many of our managers have made for themselves a good name, if they haven't got a fortune, because they have been instrumental in all but creating a well-financed company. They have literally "made bricks without straw." Through sheer necessity they have furnished a service and have made the farmers elevators the success they are today. It may occur to some that they are not a success, but that is largely an hallucination of selfish, self styled superior and jealous joy-killers who would be willing and ready to run away with them if they were given a half a chance.

It would not be difficult for me to prove to any one's satisfaction who is fair minded and open to conviction that through the voluntary system of co-operative marketing as exercised by the farmers elevators that during their active operation for the past 25 years, they have saved to the farmers more than \$2,000,000,000.00. According to the statistics compiled by the Division of Co-operative Marketing of the Department of Agriculture at Washington, the farmers elevators have done more business with non-stockholders than with stockholders themselves. And why? The answer is apparent. Non-stockholders are not even tied to the company through, what might be called, loyalty of a stockholder. There are no strings tied to them whatever. They patronize the company so freely because they love the manager, or the board, or the members? No, but because they are giving the service.

**Contract Methods.**—Theorists have been working overtime to weave a net within which to catch the unsuspecting farmers. They have tried it from every angle, even to the extent of getting the farmer himself to help to weave the net. The pool method has proven to be a failure wherever it is tried. Statistics are plenty and available to show that the pool method of marketing grain, in particular, is a dismal failure. When statistics are wanted, or the actual operation of the pool, some calculation is needed outside of what the pool propagandists are publishing or handing out. Take the Canadian

Pool, for instance, when the prices are quoted, they are the prices of the grain delivered at the terminal market and for a grade of wheat that, on account of the high protein content of Canadian wheat, is about two grades higher than the best American contract wheat.

Go to the farmer out in the country if you want to know how the pool operates and find out what he gets. He gets it where the chicken got the axe. I have friends at Saskatoon, Saskatchewan, who are tied up with the pool and who would do anything to get out of it. Some of the managers in some of the western states have come to favor the pool because from the pool organization they get a better margin for handling the grain pooled than they do for what they buy. The margin on the pool grain is easy picking. They pay a percentage of the current value of the grain and later with a series of deferred payments, they pay the balance, after the "picking" along the line is done, IF THERE'S ANYTHING LEFT. What "busted" the Canadian Pool was that the accumulations became such that with the declining markets they were not able to realize the amount of the first payment out of the wheat that belonged to the farmers, theoretically.

With the hide bound contract, deftly devised by shrewd attorneys, the pool member has nothing to do but to "grin and bear it." This has been true in United States, or more properly AMERICA, in the different pool organizations that exist or have existed, and *exist* is the proper word. They can not and never do match prices with the voluntary system of marketing. Then, too, the method is not fair to the shrewd farmer who uses his head in studying marketing conditions, and even in raising his crops, to be brought to the level of the careless and indifferent farmer who always misses the market and sells at low ebb because he gets scared instead of using his head. "And the poor we always have with us."

**Contracts in Illinois.**—Interest at this particular time, however, centers in contracts in vogue in Illinois. And "with malice toward none and with charity for all, let us do the right as God gives us to see the right." In my estimation, and I speak from a sincere regard and respect for the welfare of the individual farmer out on the farm, the producer, without consideration of any organization. If an organization of any kind purporting to be a farmers organization does not bring advantage to the individual farmer, it has no right to exist. If I were a farmer, I certainly would not want to sign my birthright to independence away in this manner: "The farm products delivered by the producer hereunder shall become the absolute property of the organization." That wouldn't be so bad in itself for you could keep from delivering it if that would be all, but "the producer hereby appoints the organization his sole agent and it agrees to act as such for the purpose of handling and marketing ALL of the producers merchantable grain, live stock, etc."

A situation has developed in the state where the producers are very much embarrassed, where they found it mighty inconvenient and unprofitable to deliver their grain to the organization. The contract was violated and the courts have been resorted to. Other members with fear and trembling contributed to contest of the matter in the courts and they have found the contract binding so far as they have gone. It is

found to be easier to get in than it is to get out and they have found it hard to be in.

**A Tough Situation.**—Foresight instead of hindsight would certainly not have thrown the producer in this terrible dilemma with his depleted condition as it is today where he needs every "simoleon" he can command. This contract further says, "Inasmuch as the remedy at law would be inadequate and inasmuch as it is now and ever will be impracticable and extremely difficult to determine the actual damage resulting to the organization should any producer fail to deliver the commodities which he is obligated to deliver by this agreement, the producer hereby agrees to pay to the organization for all grain and live stock sold, \* \* \* 12½% of the selling price, \* \* \* And 20% of the selling price of all dairy and poultry products, \* \* \* as liquidated damages" and in the end for "all of these grand and glorious purposes" and privileges, he agrees to pay a fee of \$3.00 up a year, ADDITIONAL. Now, it's none of my business, if a farmer wants this kind of a thing, if he wants to surrender himself to this kind of a regime, but I am anxious as a friend of his to have him know just what he is getting into. In my mind there has been too much fancy promotion talk and with promises outside of the contract, painting of fanciful pictures, and promises of pots of gold at the end of the rainbow that decoys the farmer into signing a contract that in his sober reflection, he does not want at all. In my estimation shrewd promoters have been and are attempting to capitalize on the discontented situation of the farmer and he has been misled and made worse off instead of better.

**Another Deft Device.**—It becomes absolutely necessary to look clear thru a contract and get the import of all it contains before marring the white space above the dotted line. Another contract is being presented to Illinois farmers where the member who signs it agrees "That it will sell, deliver or consign to the Corporation for sale and disposal, all grain of every kind and quality owned, acquired or controlled by it during the term of the contract." Aside from that the member gives every guaranty and surrenders every function conceivable including demands almost inconceivable from the corporation. The member signing this contract agrees to render everything "agreeable to the corporation." In addition

[Concluded on page 179]



Henry P. Smith, Boston, Mass.  
Elected Pres., Grain & Flour Exchange



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### 10 Cents Per Cwt. Will Not Cover Cost of Feed Grinding

*Grain & Feed Journals Consolidated:* Re: Grinding costs. We are operating here, a 40 horse—2-20s attrition mill, and grinding as the farmer wants it, but largely fine. The mill is very satisfactory, has given us no trouble or expense, except new plates, which will probably come a set a year. We are using electric power, which costs about 5½¢ kw. We charge 10¢ per cwt. for grinding with a 50¢ minimum charge, and figure it takes about one-half of the ten cent charge for electricity. The feed grinder is on a meter by itself in a room by itself. Now, it is operated in connection with our seed business and elevator, and our man who operates the grinder also takes care of the seed cleaning machinery, merchandise, etc., so his expenses can be proportioned over several items. Likewise, the grinder, being in the other plant, there is no particular insurance, rental, or other charges.

Assuming that it takes one-half of the charge for power, we figure that if the grinder is by itself, operated independently, the 10¢ charge would not be sufficient to pay expenses, let alone making any money, although I know there are many men in the grinding business operating at 10¢ or even less. Being operated as a part of our general business, we of course feel that we can make some money with this charge, but my ideas are that a charge of 10¢ is not too much, in fact not a sufficient charge for the feed man to make any money, say nothing of a profit on his grinding.—W. A. Knapp, Pres. Pioneer Land & Loan Co., Warren, Minn.

### Farmers Misrepresented by Self-Appointed Spokesmen

*Grain & Feed Journals:* Farm spokesmen have been searching for the farmer's enemy in recent years. First it was the farm machinery manufacturers; next the country elevators, and then the railroads, battle scarred in the wars of twentieth century progress. After verdicts of acquittal nothing was left but the exchanges, the futures markets and particularly the speculator, whose investment support had been of inestimable value. Today futures markets are being destroyed by injudicious interference and the farmer is the loser.

In my constant travels of forty-two years, I have perhaps visited as many farms and have known as many farmers as any other living man. My sympathy leans to the farmer rather than to exchanges, of which, incidentally, I am not a member. Of this point I am certain: Farmers themselves now know, regardless of what their self-appointed spokesmen say, that markets should again be made free, open and competitive, so that commerce in grain may have full and natural play and our surpluses be permitted to go into consumptive world channels instead of being held over the world as a depressing factor.

They realize, too, that it was high prices they paid that brought distress, and that with lowering prices of manufactured goods, a new dawn tints the horizon.

It is time all of us, Europe and America, put our shoulder to the wheel and brought an overindulged world back to a sound, normal prosperity.—H. C. Donovan, Chicago, Ill.

### Bigger Loads at Lower Prices

*Grain & Feed Journals:* We have paid as low as 35¢ and 37¢ for corn and 47¢ for wheat this fall. Our customers are hauling anything from 5 to 165 bushel loads and are constantly building larger trucks for larger loads. Our business will run from 50 to 100 loads a day and about 250 a day during wheat harvest.—Percy Travis, mgr. Equity Exchange, Imperial, Neb.

### Apologies Due Russia

*Grain & Feed Journals:* General Butler says naughty things about Mussolini. Our Secretary of State apologizes, and we court martial General Butler.

Mr. Legge gets provoked because Russia will export 163 millions bushels of wheat, and publicly proclaims they are liars, and intimates that a good alibi for his accumulating 200 million bushels of our exportable surplus. We think our State Department should apologize to Russia, and censure Mr. Legge both for his unethical accusation and his credulity in listening to international propaganda, whereby on the Boards of Trade, and elsewhere, he is jeopardizing five hundred million dollars American Tax Payers Money.—A. E. Olson, manager, Searce Grain Dept., Ronan, Mont.

### Farm Board Did Not Peg the Price

*Grain Dealers Journal:* Please find enclosed copy of an editorial in the official paper of the Nebraska Farmers Union:

#### "Corn 'Pegged' Wheat"

We are convinced that it was the price of corn and the use of wheat as a substitute for corn in feeding, and not the Farm Board that pegged the price of wheat in this country. True, the price has lately run about 13 cents a bushel above the price of corn at Chicago. But out in the country, and particularly around the edges of the corn belt and in sections short of corn, this difference in price does not exist.

For example, the report of the Nebraska Division of Agricultural Statistics for Dec. 28, 1930, shows that the average price of wheat at country points in this state in December was 54¢, almost exactly on a parity in price per pound. Unquestionably this parity exists over wide areas.

Since wheat, when properly prepared, is somewhat superior to corn for feed, and since there is a shortage of corn in the United States, how can the price of wheat go below the price of corn? And since the price of wheat is down to a parity with corn in the wide open spaces, what can we say for the sustaining Farm Board had not entered the market at all?

Last winter the price of wheat declined steadily in spite of the efforts of the Farm Board to peg it. Is there any reason to believe that the latest stabilization operation has actually been any more effective? Evidently the price of wheat in this country is higher than in Canada because the price of corn is higher here than the price of wheat in Canada. The price of corn was the peg on which the price of wheat caught on its downward course last November.

Editor Herron thinks the Farm Board agencies waited until wheat price was pegged by the natural effect of reaching the level of corn price—pound for pound, and

then they jumped in and bought some wheat and rushed into print with the claim they had stopped the decline of wheat price; whereas the price had already caught on the corn price and of course could go no lower, for the very good reason that it would naturally be used in feed at that point.—F. J. Taylor, Omaha, Nebr.

### Give Better Service to Keep Out Portable Grinders

*Grain & Feed Journals:* As one who sells feeds and does custom grinding I do not like the attitude taken by the H. A. Hillmer Co., of Freeport, Ill., in combating the portable feed grinder.

In the Journal on page 29 of Jan. 14 number the Hillmer Co. admits having reduced charges for grinding from 10 to 12 cents, to 8 and 10 cents on account of the competition of the portable mills.

My idea is to stick to a fair price and if possible, give better service. Reduction of prices is not at all necessary.

For good grinding 10 and 12 cents is sufficiently low where satisfactory service is thrown in.

Reducing prices gives the impression that the grain elevator man who does so while competition is in the field could have ground for the lower rate before competition came in.

I admire the letter written by H. G. Hartman for its good spirit. I hope the letters on portable feed mills and hullers will keep coming in.—E. W. Eaton, Madison Lake, Minn.

### Reduced Cost of Grinding From 6.9 to .0113 Per Bag

*Grain & Feed Journals:* We have made several improvements in our plant the past year. We tore down the old Armour Grain Co.'s elevator which had been a landmark for years; so that now our elevator with 12,000 bus. storage capacity is the only grain operation here. We are equipped with a cleaner for grain, car loader, and dump and elevator leg for unloading grain. We handle oats, barley, corn, wheat, rye and buckwheat. We use a 50 H.P. Diesel engine for our power, belt drive with clutch and Tex-rope drive to a duplex hammer mill. We also drive our elevators, and other machinery from this same power. We used to operate a 50 H.P. electric mill, but were forced to discontinue it because of excessive cost of operation. Our power cost per bag ran 6.9¢ for a year of running while our present cost is \$.0113 per bag for power. The mill is equipped with a feeder for ear corn and small grains which makes it possible to feed and mix at the same time without watching the feed controls; so that the capacity is increased by even steady feeding. It is also equipped for feeding and grinding roughage, such as hay and cornstalks.

Our elevator is 32x36 feet and will allow 4 cars feed storage. In addition we have a rat proof and fireproof feed warehouse 26x80 feet built on a level with the car door and also a loading platform to the consumers wagon or truck. We have our own side-track allowing loading into the warehouse and to the wagon at the same time. This has a storage capacity of 8 cars. The feed warehouse is also built with a large display window in the street end.

Our coal handling equipment is with Atlas car unloader and conveyor. We have new open front sheds 18 feet from the rail and sheds 18 feet deep and 100 feet long with a storage of about 800 tons.

We handle coal, wood, grain, mill feeds, commercial feeds, salt, oyster shells, poultry supplies, and seeds.—C. S. Porter, Fox Lake, Wis.



### New Concrete Elevator at Belle Fourche, S. Dak.

Belle Fourche has been a large shipping point for cattle for many years but with the increasingly large amount of grain being raised, in the surrounding territory on both dry and irrigated lands, the milling and grain business is an important factor in the prosperity of this part of South Dakota.

Early in 1930, the Tri State Milling Co. decided to increase its facilities and arranged with the Hickok Construction Co. to design and construct a concrete elevator of 85,000 bus. capacity, arranged to receive grain from both trucks and cars and equipped for cleaning and mixing.

The elevator contains 27 bins, 20 above the work floor. To provide sufficient room for cleaning machines on the first floor, the work floor runs from track side to driveway side with a cross work floor, the corner bins starting from the foundation.

Local grain is received from trucks over a 10-ton dump scale, equipped with a Strong-Scott Truck Dump.

Below the work floor are 8 large pits spouted to the 3 elevator boots. This arrangement makes possible a very efficient system of handling and cleaning.

The 3 elevator legs have 10x6 Salem buckets. All leg casings and heads and all spouts are factory made of heavy sheet steel.

Grain is distributed from each leg to every bin, by means of a triple distributor, the largest distributor that has ever been built. Grain may be spouted to the group of old storage tanks, which have a capacity of 25,000 bus., or to the mill elevator, on the far side of the tanks. Grain for the mill may be proportioned by 6 feeders, discharging to a spiral conveyor and then to a leg for transfer to the mill elevator. The grain in the old storage tanks is drawn back to the new elevator by a spiral conveyor.

A 5 unit separator and a No. 10 cleaner

are located on the work floor. Each machine has a motor drive. A 300-bu. scale with steel hopper, is also located on the work floor. A Link Belt Car Puller is in the basement. A car shovel is used for unloading cars. A Link Belt all steel manlift provides easy access to the cupola.

The elevator is equipped with eight motors enclosed—fan cooled. Each leg being driven by a 10-h.p. motor thru a Winter Universal Head Drive.

### Program Indiana Farmers Grain Dealers

For the meeting to be held Feb. 18 and 19 at Wabash, Ind., the Farmers Grain Dealers Ass'n of Indiana has prepared the following program:

#### Wednesday Morning, Feb. 18

Registration and Short Assembly at 11 a. m.

#### Wednesday, 1:30 p. m.

Progress of Farmers National Grain Corp. "Activities of Farmers Elevators in Ohio."—Oscar Slosser.

"Activities of Indiana Farmers Grain Dealers Ass'n"—M. P. Hill, pres., Francesville, Ind.

"Indiana Co-operative Elevator Co."—E. G. McCollum, sec'y, Indianapolis.

#### Wednesday, 6:30 p. m.

Banquet. Speaker Robert Phillips, Ph. D., Purdue University.

#### Thursday, Feb. 19, 9:30 a. m.

Managers' Session, Walter Penrod, pres., Managers Ass'n, presiding.

"Proper Location for a Farmers Elevator."—Lloyd Rumsyre, Whitley, Ind.

#### Thursday, 1:30 p. m.

Committee reports and election of officers.

Dumping of Grain is to be resumed by Russia, it was announced Jan. 20 by Tschernov, acting commissioner for supplies. German steamers have been chartered to load at Black Sea ports.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 17-19. Farmers Elevator Ass'n of Minnesota at West Hotel, Minneapolis, Minn.

Feb. 18-19. Indiana Farmers Grain Dealers Ass'n, Wabash, Ind.

Feb. 19. Tri-State Country Grain Shippers Ass'n at the Nicollet Hotel, Minneapolis, Minn.

Feb. 19-20. Eastern Federation of Feed Merchants, Onondaga Hotel, Syracuse, N. Y.

Feb. 21. Feed Dealers Ass'n of Washington, Tacoma Hotel, Tacoma, Wash.

Feb. 24-25. Farmers Grain Dealers Ass'n of Ohio, Waldorf Hotel, Toledo, O.

Mar. 24-25. Farmers Co-op. Grain Dealers Ass'n of Kansas, at Hutchinson, Kan.

Apr. 16-17. Ohio Millers State Ass'n at Columbus, O.

May 5. Society of Grain Elevator Superintendents of North America, Sherman Hotel, Chicago, Ill.

May 13-15. Millers' Nat'l Federation, Edgewater Beach Hotel, Chicago.

June 4-6. American Feed Mfr's. Ass'n., French Lick Springs Hotel, French Lick, Ind.

June 22-23. Farm Seed Ass'n of No. America, Brown Hotel, Louisville, Ky.

June 24-26. Am. Seed Trade Ass'n, Louisville, Ky.

Oct. 11. Terminal Grain Weighmasters National Ass'n, Hotel Rice, Houston, Tex.

Oct. 12. Chief Grain Inspectors National Ass'n, Hotel Rice, Houston, Tex.

Oct. 12-14. Grain and Feed Dealers National Ass'n, Rice Hotel, Houston, Tex.

### Tri-State Shippers Will Meet

Secretary E. H. Moreland of the Tri-State Country Grain Shippers Ass'n informs us that his association will hold its annual meeting at the New Nicollet Hotel, Minneapolis, February 19.

The morning session will be devoted to the president's address, the reading of the minutes, the report of Secretary and Treasurer and appointment of committees. After luncheon at the New Nicollet, the following program will be presented:

The Agricultural Situation—R. B. Bowden, Minneapolis, Minn.

Minnesota Grain Lien Laws—L. V. Dahl, Sec., Western Grain Men's Ass'n, Minnesota, Minn.

Field Seeds—E. H. Sexauer, Brookings, S. Dak.

Discussion of Workmen's Compensation Insurance. Report of Committees and Election of Officers.

### Retirements from Farm Board

Reports from Washington are that when Alex Legge retires as expected from the Federal Farm Board after the adjournment of Congress Mar. 4 he will be succeeded as chairman by J. C. Stone, former tobacco warehouseman.

The terms of three other members of the Farm Board will expire June 14. They are Samuel McKelvie, alleged wheat representative; C. C. Teague, fruit representative, and Wm. F. Schilling, dairy representative. The sec'y, Chris Christensen, has resigned.

It is surmised that back of the resignations is the feeling that since prospects are nothing can be accomplished by the Board it is wisest to sever personal connections with the failure.



Mill, Old Tanks and New 85,000-bu. Reinforced Concrete Elevator of Tri State Milling Co., at Belle Fourche, S. D.



# Grain Market Factors

The latest estimate on the 1930 world wheat crop is 3,777,000,000 bu., and the total for 1929 was 3,498,000,000.

The first estimate on the Indian wheat acreage is 30,364,000 which is 4 per cent larger than the first estimate, last year. The final 1929-30 estimate was 31,347,000 acres.

The 1930 corn production for the 18 countries that have so far reported, is 2,747,898,000 bu., a decrease of 19.7 per cent from the previous year's total for the same countries.

World wheat acreage outside of Russia and China increased about 26,000,000, between 1924 and 1930, while the increase in Russia, during the same period, was 31,400,000.

## Canadian Grain in U. S.

The following table exhibits the quantities of bonded grain stored in the United States reported last week compared with the same week one and two years ago.

	Feb. 7, 1931	Feb. 8, 1930	Feb. 9, 1929
Wheat .....	25,760,000	34,032,000	30,373,000
Oats .....	163,000	654,000	769,000
Rye .....	438,000	375,000	522,000
Barley .....	1,283,000	2,976,000	3,338,000

## U. S. Grains in Canada

The Canadian Bureau of Statistics reports the following amount of U. S. grain in store on Jan. 23, 1931, and the corresponding weeks in 1930 and 1929:

	Jan. 23, 1931	Jan. 24, 1930	Jan. 25, 1929
Wheat .....	4,838,097	7,637,762	5,069,219
Oats .....	403,340	3,321,250	16,253,000
Barley .....	1,088,878	936,829	347,078
Rye .....	2,127,602	2,720,007	582,989
Corn .....	493,654	183,171	743,000
Total .....	8,951,571	14,799,019	7,240,233

## Total Wheat Visible

The combined aggregate wheat visible supply statistics in bushels, as compiled in Bradstreet's:

1930— week ending	U. S., East of Rockies	U. S., Pacific Coast	Total U. S.
Oct. 25 .....	207,767,000	6,367,000	214,134,000
Nov. 1 .....	205,437,000	6,163,000	211,600,000
Nov. 8 .....	205,202,000	5,420,000	210,622,000
Nov. 15 .....	205,096,000	5,324,000	210,420,000
Nov. 22 .....	205,000,000	5,156,000	210,156,000
Nov. 29 .....	202,475,000	5,004,000	207,479,000
Dec. 6 .....	197,501,000	4,510,000	202,011,000
Dec. 13 .....	196,507,000	4,283,000	200,790,000
Dec. 20 .....	194,373,000	4,255,000	198,628,000
Dec. 27 .....	194,451,000	4,285,000	198,736,000
Jan. 3 .....	195,716,000	4,291,000	200,007,000
Jan. 10 .....	197,419,000	4,910,000	202,329,000
Jan. 17 .....	196,388,000	5,100,000	201,488,000
Jan. 24 .....	196,804,000	5,495,000	202,299,000

1930— week ending	Canada	Total U. S. and Canada, both Coasts	U. K. 2 and afloat (Broomhall)
Oct. 25 .....	177,002,000	391,136,000	52,700,000
Nov. 1 .....	178,827,000	390,427,000	51,400,000
Nov. 8 .....	183,545,000	394,167,000	55,000,000
Nov. 15 .....	191,203,000	401,623,000	58,700,000
Nov. 22 .....	195,840,000	405,996,000	62,200,000
Nov. 29 .....	197,998,000	405,477,000	59,800,000
Dec. 6 .....	198,315,000	400,326,000	58,800,000
Dec. 13 .....	203,395,000	404,185,000	54,300,000
Dec. 20 .....	204,657,000	403,285,000	52,700,000
Dec. 27 .....	206,693,000	405,429,000	49,000,000
Jan. 3 .....	205,854,000	405,861,000	49,000,000
Jan. 10 .....	203,165,000	405,494,000	44,700,000
Jan. 17 .....	200,245,000	401,733,000	46,500,000
Jan. 24 .....	195,711,000	398,010,000	48,000,000

Total American, Canadian, afloat and British visible supply:

1930—			
Oct. 11.....	432,585,000	Dec. 6.....	459,126,000
Oct. 18.....	442,572,000	Dec. 13.....	458,485,000
Oct. 25.....	443,836,000	Dec. 20.....	455,985,000
Nov. 1.....	441,827,000	Dec. 27.....	454,429,000
Nov. 8.....	449,167,000	Jan. 3.....	454,861,000
Nov. 15.....	460,323,000	Jan. 10.....	450,194,000
Nov. 22.....	468,196,000	Jan. 17.....	448,233,000
Nov. 29.....	465,277,000	Jan. 24.....	446,010,000

## Visible Supply of Grain

Following is the visible supply of wheat, corn and oats in public and private warehouses at principal points of accumulation at lake and seaboard ports and in transit by water, on the dates named, as compiled by secretary of the Chicago Board of Trade.

	1930	1929	1928	1927
Nov. 15 .....	198,495,000	191,292,000	135,254,000	89,721,000
Nov. 22 .....	198,008,000	186,990,000	134,609,000	91,117,000
Nov. 29 .....	195,562,000	184,602,000	136,777,000	91,006,000
Dec. 6 .....	191,241,000	182,489,001	135,101,000	88,813,000
Dec. 13 .....	189,620,000	181,977,000	136,288,000	88,830,000
Dec. 20 .....	188,487,000	181,156,000	137,407,000	87,621,000
Dec. 27 .....	188,109,000	178,107,000	138,743,000	85,577,000
	1931	1930	1929	1928
Jan. 3 .....	189,264,000	175,518,000	138,091,000	84,019,000
Jan. 10 .....	191,038,000	172,207,000	134,348,000	82,102,000
Jan. 17 .....	189,766,000	168,583,000	130,829,000	79,515,000
Jan. 24 .....	190,730,000	166,228,000	129,081,000	78,445,000
Jan. 31 .....	191,491,000	163,495,000	126,670,000	76,604,000
Feb. 7 .....	192,425,000	159,684,000	124,369,000	75,795,000

## Wheat

	1930	1929	1928	1927
Nov. 15 .....	198,495,000	191,292,000	135,254,000	89,721,000
Nov. 22 .....	198,008,000	186,990,000	134,609,000	91,117,000
Nov. 29 .....	195,562,000	184,602,000	136,777,000	91,006,000
Dec. 6 .....	191,241,000	182,489,001	135,101,000	88,813,000
Dec. 13 .....	189,620,000	181,977,000	136,288,000	88,830,000
Dec. 20 .....	188,487,000	181,156,000	137,407,000	87,621,000
Dec. 27 .....	188,109,000	178,107,000	138,743,000	85,577,000
	1931	1930	1929	1928
Jan. 3 .....	189,264,000	175,518,000	138,091,000	84,019,000
Jan. 10 .....	191,038,000	172,207,000	134,348,000	82,102,000
Jan. 17 .....	189,766,000	168,583,000	130,829,000	79,515,000
Jan. 24 .....	190,730,000	166,228,000	129,081,000	78,445,000
Jan. 31 .....	191,491,000	163,495,000	126,670,000	76,604,000
Feb. 7 .....	192,425,000	159,684,000	124,369,000	75,795,000

## Corn

	1930	1929	1928	1927
Nov. 8 .....	5,271,000	2,582,000	3,034,000	22,440,000
Nov. 15 .....	5,651,000	2,414,000	3,806,000	20,473,000
Nov. 22 .....	6,338,000	2,419,000	5,025,000	20,125,000
Nov. 29 .....	7,331,000	3,267,000	6,419,000	19,216,000
Dec. 6 .....	6,975,000	3,864,000	9,670,000	19,363,000
Dec. 13 .....	9,862,000	5,390,000	13,073,000	20,329,000
Dec. 20 .....	12,982,000	6,735,000	16,174,000	23,214,000
Dec. 27 .....	15,451,000	7,643,000	17,146,000	27,034,000
	1931	1930	1929	1928
Jan. 3 .....	16,390,000	9,892,000	18,853,000	28,673,000
Jan. 10 .....	16,276,000	12,143,000	20,182,000	28,570,000
Jan. 17 .....	16,358,000	13,196,000	22,156,000	27,701,000
Jan. 24 .....	16,636,000	14,132,000	24,518,000	28,558,000
Jan. 31 .....	16,757,000	15,215,000	26,042,000	31,849,000
Feb. 7 .....	16,723,000	17,174,000	27,963,000	37,482,000

## Oats

	1930	1929	1928	1927
Nov. 8 .....	30,752,000	30,393,000	14,190,000	23,540,000
Nov. 15 .....	29,641,000	29,011,000	14,532,000	23,258,000
Nov. 22 .....	28,920,000	27,604,000	14,463,000	23,230,000
Nov. 29 .....	30,163,000	27,534,000	13,295,000	23,252,000
Dec. 6 .....	29,158,000	27,501,000	12,263,000	22,329,000
Dec. 13 .....	28,437,000	28,024,000	12,534,000	21,854,000
Dec. 20 .....	28,793,000	27,743,000	13,053,000	21,817,000
Dec. 27 .....	29,046,000	27,350,000	13,968,000	21,907,000
	1931	1930	1929	1928
Jan. 3 .....	28,226,000	26,946,000	13,468,000	21,672,000
Jan. 10 .....	26,907,000	26,691,000	13,032,000	20,580,000
Jan. 17 .....	26,814,000	26,127,000	12,996,000	20,522,000
Jan. 24 .....	25,350,000	25,211,000	13,101,000	20,514,000
Jan. 31 .....	24,565,000	24,471,000	13,611,000	20,350,000
Feb. 7 .....	23,326,000	23,627,000	13,633,000	20,900,000

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley, in cents per bushel, for May delivery at the following markets for the past two weeks, have been as follows:

	Jan. 28	Jan. 29	Jan. 30	Jan. 31	Feb. 2	Feb. 3	Feb. 4	Feb. 5	Feb. 6	Feb. 7	Feb. 9	Feb. 10
Wheat												
Chicago*	81½	81½	81½	81½	81½	82	81½	82	82½	82	82½	82½
Winnipeg	57	58¼	58½	58	58½	60½	60½	60½	60½	62½	64½	66½
Liverpool	60½	60½	61¼	61	60½	61½	62½	62½	62½	63	63½	65½
Kansas City	73½	73½	73½	73	73	73½	73½	73½	73½	73½	73½	74
Minneapolis	76½	76¾	76½	76½	76½	76½	76½	76½	76½	76½	76½	77½
Duluth, durum.	73½	73½	73½	73½	73½	73½	73½	73½	73½	73½	74½	75½
Omaha	71½	71½	71½	71½	71½	71½	71½	71½	71½	71½	71½	71½
St. Louis†	64	65½	64½	64	65½	66½	66	65½	65½	65½	67½	67½
Milwaukee	81½	81½	81½	81½	81½	81½	81½	81½	82	82	82½	82½
Corn												
Chicago*	64½	65½	64	63½	64½	66½	65½	65	65½	66½	68½	69
Kansas City	59	59½	59	58½	59½	60½	59½	59½	59½	60½	62½	60½
Minneapolis	58	58½	57¾	57¾	58½	59½	60½	60½	60½	61½	62½	63½
Omaha	58	58½	57¾	57¾	58	59½	58½	58½	58½	60	62	62
St. Louis	64½	65½	64½	63½	64½	66½	65½	65½	65½	66½	68½	68½
Milwaukee	64½	65	64	63½	64½	65½	65½	65	65½	66½	68½	68½
Oats												
Chicago*	32½	32½	32½	32½	32½	33½	33½	33½	33½	33½	34½	34½
Winnipeg	27½	27¾	27¾	27½	27½	28½	27½	27½	27½	28½	29½	29½
Minneapolis	28½	29½	29	28½	29½	29½	29½	29½	29½	30	30½	30½
Omaha	29½	29½	29½	29½	29½	30½	30½	30½	30½	30½	31½	31½
Milwaukee	32½	32½	32½	32½	32½	33½	33½	33½	33½	33½	34½	34½
Rye												
Chicago*	38½	39½	39½	38½	39½	40½	40	39½	39½	40½	41	42½
Minneapolis	35½	36½	35½	35	35½	36½	36½	35½	35½	36½	37½	38½
Winnipeg	28½	28½	28½	27½	27½	29	29½	28½	28½	28½	29½	29½
Duluth	36	36½	36½	35½	35½	37½	36½	36½	36½	36½	37½	38½
Barley												
Minneapolis	33½	34½	34½	33½	33½	34½	34½	33½	34	34½	35½	36½
Winnipeg	22½	23½	23½	23½	23½	24½	23½	23½	24	24½	24½	25½



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Tulsa, Okla., Jan. 31.—Farmers are sowing oats and plowing for corn and other crops.—A. F. McCray.

Delaware, O., Jan. 31.—There is a normal acreage of wheat out. It looks very good.—Zack Davis Co.

Dunreith, Ind., Feb. 3.—Wheat sowed normal acreage; good condition; none plowed up yet, too early.—X.

Andover, O., Jan. 28.—Very little wheat sown here last fall. This is not a grain raising section.—French Bros.

Middle Point, O., Feb. 5.—Fall or winter plowing 90% completed. Winter wheat looks good.—Pollock Grain Co., H. G. Pollock, mgr.

Wengerlawn (Brookville p. o.), O.—Ordinary acreage of wheat; 10% to be plowed for corn and oats.—Leonard Hardin, mgr., Stewart Elvtr. & Oil Co.

Ronan, Mont., Jan. 30.—Winter wheat in excellent condition; 100% stand. Expect a reduced acreage on all spring grains due to influx of sugar beet growers, and low market values of grain.—A. E. Olson, mgr. grain dept., Stanley Searce.

Genoa, O., Jan. 27.—There has been an increase of about 5% in winter wheat acreage in this part of the state. Condition of crop is poor, and a large percentage will probably be plowed under. Spring wheat and oats may be sown instead.—Genoa Mills.

Springfield, Ill., Feb. 4.—Illinois has just experienced another mild week, with no precipitation and no snow cover. Some wheat deterioration is reported but the crop is holding remarkably well considering the dearth of moisture. Plowing is general in the central and south and considerable acreage has been completed.—Clarence J. Root, meteorologist, U. S. Dept. of Ag.

Little Rock, Ark., Jan. 21.—Much more wheat planted this year—some say for chicken feed. I estimate five times more than last year. None has been plowed up. Heretofore hardly any planted. Oats about 30% increase. Actual figures on acreage planted to wheat and rye not available, but there has been a large increase.—John F. Mueller, grain inspector.

Cowgill, Mo., Jan. 31.—The 1930 oat crop was the best ever grown; rye a very small acreage, crop good; our September estimate of the 1930 corn crop at 10 bus. per acre has not been changed, not enough grown for home consumption owing to severe drouth conditions that prevailed thruout the Middle West. A united effort will be made for a big crop to replenish our empty cribs and granaries. Sowing oats in eastern Missouri.—A. F. McCray.

Decatur, Ill., Feb. 7.—Our first moisture (.45 inch) last night since Jan. 17, at which time we had .08 inch. Five warm, bright, sunshiny days this week found farmers busy doing a lot of early spring field work. Some were plowing, others breaking last year's corn stalks and some have even disked the land, making a first class seed bed. We hear of some spring wheat, oats and barley being seeded. This is the earliest seeding in central Illinois that we ever remember.—H. I. Baldwin & Co.

Kansas City, Mo.—Average protein content of 4,315 cars of wheat tested in Kansas City in January was 11.93 per cent, compared with 12.36% on 3,642 cars in December and 12.16% on 2,302 cars in January, 1930. For the 1930-31 crop year to the end of January, 47,319 cars had been tested by both departments with an average protein of 12.24%, against 49,356 cars and 12.14% in the same months of the previous crop year.

## Wheat Stocks and Consumption

The consumption of wheat indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1930-1931	1929-1930	1928-1929
Stocks on July 1—	88,911,000	86,055,000	33,765,000
Receipts July 1 to Feb. 7 .....	360,285,000	346,985,000	422,309,000
Shipments July 1 to Feb. 7 .....	214,409,000	221,025,000	247,943,000
Stocks on Feb. 7—	141,701,000	128,344,000	105,325,000
Consumption July 1 to Feb. 7 .....	93,086,000	83,671,000	102,806,000

## Corn Stocks and Consumption

The consumption of corn indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1930-1931	1929-1930	1928-1929
Stocks on Nov. 1—	3,062,000	1,599,000	1,052,000
Receipts Nov. 1 to Feb. 7 .....	64,665,000	88,779,000	120,163,000
Shipments Nov. 1 to Feb. 7 .....	34,588,000	42,934,000	56,909,000
Stocks on Feb. 7—	15,499,000	15,008,000	22,971,000
Consumption Nov. 1 to Feb. 7 .....	17,640,000	32,436,000	41,335,000

## Oats Stocks and Consumption

The consumption of oats indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1930-1931	1929-1930	1928-1929
Stocks on Aug. 1—	5,259,000	5,643,000	1,148,000
Receipts Aug. 1 to Feb. 7 .....	71,984,000	92,308,000	91,475,000
Shipments Aug. 1 to Feb. 7 .....	51,290,000	63,115,000	58,686,000
Stocks on Feb. 7—	19,141,000	19,153,000	10,565,000
Consumption Aug. 1 to Feb. 7 .....	6,812,000	15,683,000	23,372,000

## Exports of Wheat

The following table compiled from Department of Commerce statements shows the monthly and yearly exports of wheat, including flour, from the principal U. S. ports:

	1930-31	1929-30	1928-29	1927-28
July ..	16,186,500	13,573,000	7,064,000	11,943,000
Aug. ..	24,167,500	16,936,000	14,588,000	28,136,000
Sept. ..	13,183,000	18,338,000	25,706,000	39,598,000
Oct. ..	12,296,000	14,666,500	28,272,000	36,044,000
Nov. ..	8,468,000	17,540,000	15,955,000	26,698,000
Dec. ..	6,727,000	12,129,500	11,866,000	11,986,000
Jan. ..	13,825,000	9,559,000	11,558,500	
Feb. ..	9,347,500	8,704,000	6,536,000	
Mar. ..	7,251,500	9,152,000	7,289,500	
Apr. ..	7,253,000	8,928,000	7,659,500	
May ..	10,064,000	16,986,000	8,626,000	
June ..	12,287,000	8,902,000	8,093,000	

Exports crop yr. ....	150,852,000	165,682,000	204,076,000
-----------------------	-------------	-------------	-------------

## Rye Movement in January

Receipts and shipments of rye at the various markets during January, compared with January, 1929, in bushels were:

	Receipts		Shipments	
	1931	1930	1931	1930
Baltimore .....	1,530	1,096		
Chicago .....	30,000	414,000	641,000	13,000
Cincinnati .....	8,400	8,400	7,000	4,200
Denver .....	3,000			
Duluth .....	55,049	321,600	73,064	68,781
Fort William .....	82,162	153,097		
Indianapolis .....	1,500	4,500	18,000	7,500
Kansas City .....	16,500	22,500	21,000	9,000
Milwaukee .....	15,400	21,075	27,450	23,360
Minneapolis .....	240,530	324,760	458,810	187,370
New Orleans .....	4,500	7,500		
New York .....	24,000		107,000	
Omaha .....	25,200	48,400	26,600	67,200
Philadelphia .....		3,233		
Portland, Ore. ....		2,900		
Superior .....	46,879	151,682	22,395	15,338
Toledo .....	1,200	4,800	1,070	8,035

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Dunreith, Ind., Feb. 3.—No wheat in farmers' hands; 50% corn in farmers' hands.—X.

Andover, O., Jan. 28.—No grain shipped out of here. Farmers raise for their own use on farm.—French Bros.

Genoa, O., Jan. 27.—The movement of grain here has been at a standstill for the past four months.—Genoa Mills.

Little Rock, Ark., Jan. 21.—Very little grain in farmers' hands. Bins are almost empty.—John F. Mueller, grain inspector.

Wengerlawn (Brookville p. o.), O.—Twenty-five per cent of wheat, corn and oats remains on the farms.—Leonard Hardin, mgr., Stewart Elvtr. & Oil Co.

Chicago, Ill., Feb. 7.—Enormous primary receipts mean the loading up of the Farm Board organizations but do not mean any more wheat available in the long run.—Hulburd, Warren & Chandler.

Cowgill, Mo., Jan. 31.—For several years past we have had but little grain to ship out on account of short crops. Only a few cars of wheat, some years none. Oats and rye all consumed at home.—A. F. McCray.

Delaware, O., Jan. 31.—Very little grain left in farmers' hands except for their own use. There will have to be corn, oats and wheat shipped into this vicinity for feed. Farmers only buying what they need, as they seem to be short of money.—Zack Davis Co.

Middle Point, O., Feb. 5.—Corn all husked and about 50% has already moved to market; 60% of the oats in the farmers' bins because of the low price; 75% of the hay back on the farms, and all kinds of feed are very plentiful and selling at low prices. Business is very good in this territory, for they always come to the Egypt of North America to get their hay, grain and straw.—Pollock Grain Co., H. G. Pollock, mgr.

Minneapolis, Minn., Feb. 6.—While the number of cars of flaxseed reported as arriving in the northwestern markets seems to be fairly large for this time of year, most of the cars are very light loads, and a good deal of the seed is such poor quality that it is not suited for crushing purposes. As a result of this situation, which has existed for several weeks, some of the smaller Minneapolis mills are actually closing down from lack of flaxseed, and other larger Minneapolis mills are forced to run at reduced capacities.—Archer-Daniels-Midland Co.

## Barley Movement in January

Receipts and shipments of barley at the various markets during January, compared with January, 1929, in bushels were:

	Receipts		Shipments	
	1931	1930	1931	1930
Baltimore .....	5,539	1,483		
Chicago .....	219,000	447,000	214,000	215,000
Cincinnati .....	30,400	14,400	6,400	
Denver .....	36,000	43,500	1,500	9,000
Duluth .....	55,179	159,207	9,789	14,734
Fort William .....	82,162	153,097		
Fort Worth .....	44,506	430,816	30,429	27,589
Hutchinson .....	1,500	13,500		
Indianapolis .....	1,500	1,500	1,500	3,000
Kansas City .....	62,400	115,200	124,800	92,800
Milwaukee .....	608,925	662,205	229,400	505,680
Minneapolis .....	1,152,390	869,920	1,059,720	1,065,000
New Orleans .....		1,500		3,336
New York .....	1,700			
Omaha .....	32,000	65,600	43,200	123,200
Philadelphia .....	2,897	2,438		3,000
Portland, Ore. ....	28,750	24,000		
San Francisco .....	954,400	872,200		
Superior .....	13,815	112,084	3,439	8,333
Toledo .....	3,600	2,400		1,790
Wichita .....	10,400	28,600	3,900	13,000



## Wheat Movement in January

Receipts and shipments of wheat at the various markets during January, compared with January, 1930, in bushels, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Baltimore	486,881	136,050	594,250	139,838
Chicago	3,532,000	464,000	653,000	1,351,000
Cincinnati	156,800	204,800	281,600	268,800
Denver	263,200	257,600	60,200	47,600
Duluth	5,233,324	1,775,599	209,693	556,254
Ft. William	4,862,084	2,789,437	62,123	26,103
Ft. Worth	673,400	420,000	554,400	639,800
Galveston			20,000	1,549,300
Houston				804,000
Hutchinson	3,902,850	1,629,450		
Indianapolis	201,000	145,000	112,000	591,000
Kansas City	7,670,400	4,876,800	4,168,170	3,256,765
Milwaukee	166,320	78,440	68,220	28,750
Minneapolis	6,404,040	4,225,230	3,190,140	2,506,130
New Orleans	39,200	145,600	73,436	1,679,977
New York	2,191,500		5,593,000	
Omaha	3,043,200	1,073,600	2,340,800	2,412,200
Philadelphia	379,633	6,287	351,633	11,200
Portland, Ore.	3,635,150	2,135,000	1,062,074	1,881,438
San Francisco	173,200	148,100		
Superior	2,756,214	1,117,504	138,043	214,962
Toledo	266,000	910,000	182,735	171,715
Wichita	1,498,500	964,500	1,368,000	1,914,260

## World's Wheat Exports

The total export of wheat since Aug. 1, the commencement of the European crop year, compared with the same period in the two preceding years (Broomhall):

	1930-31	1929-30	1928-29
American	209,504,000	168,702,000	339,988,000
Argentine	33,100,000	100,971,000	83,451,000
Australian	56,192,000	30,544,000	52,304,000
Indian	4,128,000	288,000	288,000
Russian	73,464,000	952,000	
Others	37,028,000	39,116,000	31,732,000
Total	413,416,000	340,573,000	507,763,000
Season		610,453,000	914,862,000

## World's Corn Exports

Total world exports of corn, since Nov. 1, 1929, compared with the same period in the preceding two years (Broomhall):

	1930-31	1929-30	1928-29
American	348,000	793,000	20,995,000
Argentine	69,231,000	46,068,000	47,299,000
African	1,438,000	417,000	4,033,000
Russian	3,038,000	3,996,000	8,000
Others	9,168,000	13,412,000	2,270,000
Total	83,223,000	64,686,000	74,605,000
Season		270,562,000	270,604,000

## World's Oats Exports

World exports of oats, since Aug. 1, 1930, compared with the same period in the two preceding years (Broomhall):

	1930-31	1929-30	1928-29
American	2,426,000	3,386,000	14,172,000
Argentine	20,897,000	7,241,000	9,212,000
Others	21,470,000	18,754,000	6,510,000
Total	44,793,000	29,381,000	29,894,000
Season		66,297,000	62,998,000

## Chicago Grain Stocks

Wheat stocks in all positions in Chicago increased 216,000 bu. last week, and corn, 103,000 bu. Oats decreased 144,000 bu.; rye, 228,000 bu., and barley, 26,000 bu. Details follow (last three figures omitted except in the totals):

	Public	Private	*Total	Last yr.
Wheat	11,067	9,358	22,381	22,902
Corn	581	2,167	2,748	3,764
Oats	880	3,439	6,086	3,619
Rye	2,417	170	4,846	9,788
Barley	181	1,007	1,980	406

\*Includes 1,956,000 bu. wheat; 1,767,000 bu. oats; 2,259,000 bu. rye, and 792,000 bu. barley afloat.

Edgar H. Evans of Indianapolis, has been nominated for chairman of the board of the Millers National Federation.

## Corn Exports

The exports of corn from the principal U. S. ports, for the various months, with totals for recent crop years, as reported by the Chief of the Bureau of Statistics of the Department of Commerce:

	1930-31	1929-30	1928-29	1927-28
Nov.	107,000	669,000	2,000,000	771,000
Dec.	50,000	805,000	6,187,000	1,108,000
Jan.		752,000	12,250,000	1,157,000
Feb.		855,000	8,019,000	4,034,000
Mar.		954,000	4,874,000	3,602,000
Apr.		954,000	2,460,000	3,263,000
May		764,000	972,000	1,104,000
June		708,000	905,000	968,000
July		330,000	768,000	796,000
Aug.		249,000	810,000	943,000
Sept.		319,000	600,000	611,000
Oct.		235,000	623,000	744,000
Total		7,594,000	40,468,000	19,101,000

## Oats Exports

The exports of oats from principal United States ports, as reported by the Chief of the Bureau of Statistics of the Department of Commerce:

Mos.	1930	1929	1928	1927
Jan.	362,000	681,000	615,000	406,000
Feb.	153,000	439,000	329,000	167,000
Mar.	221,000	500,000	447,000	222,000
April	132,000	346,000	376,000	845,000
May	115,000	503,000	453,000	3,207,000
June	29,000	245,000	70,000	1,462,000
July	536,000	247,000	98,000	525,000
Aug.	110,000	824,000	2,396,000	1,383,000
Sept.	13,000	1,059,000	2,291,000	632,000
Oct.	20,000	902,000	1,627,000	557,000
Nov.	49,000	713,000	794,000	271,000
Dec.	28,000	146,000	984,000	376,000
Year	*1,501,000	6,609,000	10,480,000	10,053,000

\*Adjusted total.

## Contract Grain Stocks in Chicago

Stocks of contract wheat in public elevators in Chicago increased 294,000 bu. last week and corn decreased 39,000 bu., oats 10,000 bu., and rye 204,000 bu. Details follow:

	Week	Last Wk.	Last Yr.
Wheat	10,289,000	9,995,000	10,590,000
Corn	573,000	612,000	530,000
Oats	863,000	873,000	414,000
Rye	2,385,000	2,589,000	4,286,000

## Rye Exports

The exports of rye from all United States ports, as reported by the Chief of the Bureau of Statistics of the Department of Commerce for each month, for years named, were as follows (not including rye flour):

Mos.	1930	1929	1928	1927
Jan.	25,000	186,000	489,000	795,000
Feb.	33,000	113,000	428,000	588,000
March	53,000	85,000	298,000	783,000
April	45,000	26,000	363,000	4,498,000
May	10,000	360,000	3,324,000	5,857,000
June	18,000	292,000	1,293,000	3,571,000
July	17,000	95,000	192,000	305,000
Aug.	18,000	464,000	691,000	1,316,000
Sept.	24,000	1,217,000	2,450,000	7,734,000
Oct.	40,000	558,000	3,074,000	6,398,000
Nov.	00,000	17,000	1,389,000	2,838,000
Dec.	2,000	21,000	489,000	1,259,000

Year ..... \*266,000 3,434,000 14,480,000 35,942,000

\*Adjusted total.

## Barley Exports

The exports of barley (bus.) from principal United States ports, as reported by the Chief of the Bureau of Statistics of the Department of Commerce, for each month, for years named, were as follows:

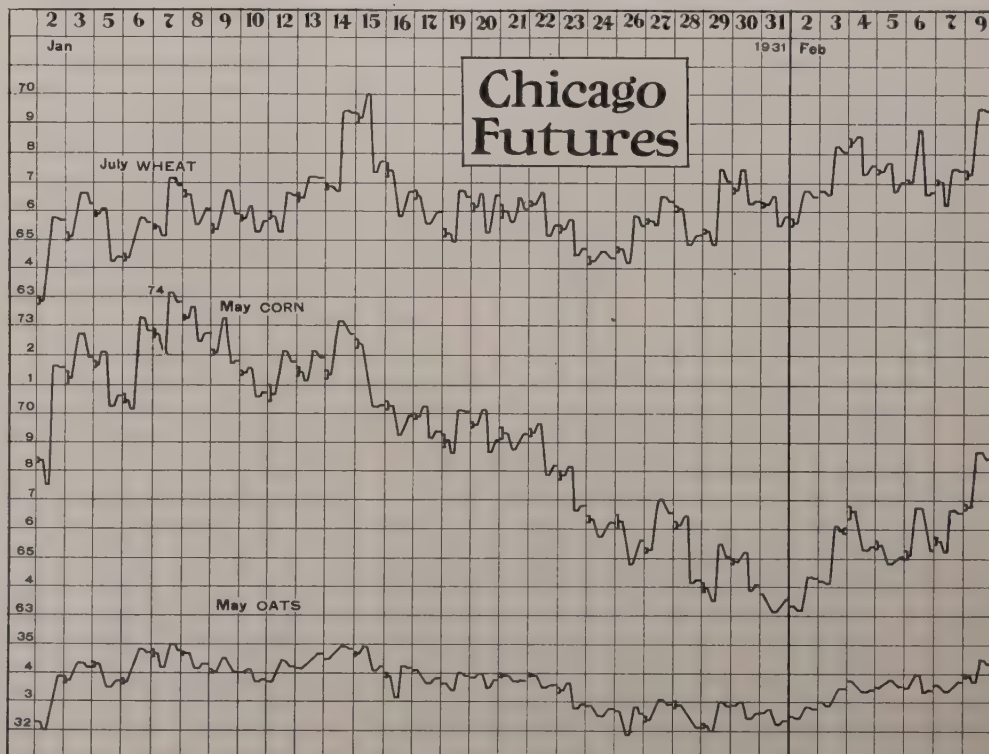
Mos.	1930	1929	1928	1927
Jan.	574,000	1,925,000	1,701,000	1,006,000
Feb.	823,000	2,974,000	879,000	1,257,000
March	624,000	1,918,000	688,000	2,121,000
April	624,000	1,627,000	654,000	1,151,000
May	1,207,000	1,032,000	1,092,000	1,337,000
June	397,000	2,519,000	1,663,000	1,186,000
July	554,000	3,817,000	1,999,000	2,360,000
Aug.	1,143,000	4,357,000	8,583,000	4,065,000
Sept.	1,223,000	5,991,000	14,363,000	6,637,000
Oct.	1,170,000	1,532,000	11,342,000	6,927,000
Nov.	879,000	815,000	4,866,000	6,490,000
Dec.	889,000	1,017,000	6,549,000	3,425,000

Year ..... \*9,874,000 29,532,000 54,379,000 37,962,000

\*Adjusted total.

## I. C. C. Decisions

23076. Dawe's Dry Milk Co. v. A. T. & S. F.: Rates on condensed buttermilk (condenso), in carloads, from Denver, Colo., to destinations in Kans., Okla., Neb. and Mo. found unreasonable by the examiner. Reasonable rates and reparation were recommended.





## North Dakota Farmers Denounce Storing and 70% Loans

[Continued from page 153]

ters that a separate organization of independent dealers be effected particularly on the grounds that with the then existing conditions there was a grave question as to the benefits that could be derived thru the Farmers Grain Dealers Ass'n controlled as it is by farmers co-operative elevator companies. They were, however, unanimous in their opinion that inasmuch as a considerable number of independent dealers had been members of this ass'n for quite a number of years and had gained some benefits, and further because of their loyalty to this organization, knowing that this organization had all the machinery necessary, the independent dealers, members of this association, by resolution formed the Independent Division in order that this Division might take such steps as it might be found necessary to protect the best interests independently of and without conflict with the farmers co-operative elevator companies, members of the ass'n.

The Independent Division is in charge of an executive com'te of three headed by T. E. Goulding, of Van Osdel and Goulding at Edmore, N. Dak., Andrew Robbie of the Cavalier Milling Company, Cavalier, N. Dak., and J. L. Barney, formerly of Michigan, N. Dak.

The third major project during the year was the attempt to increase the volume in our warehouse and fidelity bond business. We are very happy to report that a net of eleven new fidelity bond accounts were secured during the past year, and a further increase in the number of warehouse bonds supplied from 281 in 1929 to 350 in 1930.

**Membership:** During the past year 22 new members were secured, 233 renewal memberships were received, making a total of 255 membership dues received during the year. This compares with the following record beginning with the year 1925 when 70 new members were secured and 300 renewals; in 1926, 24 new members with 315 renewals; in 1927, 50 new members and 317 renewals; in 1928, 37 new members and 331 renewals; in 1929, 29 new members and 328 renewals. This meant a loss in membership income of \$2120. This, however, was offset by an increase in commissions earned of \$502.46 over the preceding year.

We would wish to state at this point that we have not found the loss in membership renewal income to be due to any other cause but that of the inability of so many of our members to show a profit on their operations.

We are further happy to state that during the latter part of January, 1931, a very marked increase in the interest and success of the ass'n has been shown. Three new members were secured during the month of January. New and renewal memberships during January, 1931, were better than in January, 1930.

**Brokerage Department:** During the last year we sold 165,400 pounds of twine to nine companies with a commission accrued to the association of \$413.50.

The coal department seems to have become extinct. Only two cars were sold through the association so far this winter. It would appear to your secretary to be useless to carry on any further efforts to build up the coal business in view of the apparent unpopularity of this venture.

The twine proposition, however, presents a different picture. We have been approached by twine and cordage companies with mills in Mexico for contract that would appear to bring results. Tests have been made of their twine which appears to be very satisfactory. There is, however, one other question on which we have not yet been able to secure any reliable information, and that is with reference to the treatment to prevent the twine being eaten up by crickets. This appears to be a secret formula which is not available to the public and therefore it is very difficult to ascertain just what can be safely sold.

**Legislation:** The North Dakota Legislature is again in session at Bismarck and as was previously expected the second bill introduced at this session of the Legislature.

**House Bill No. 2,** purports to decrease the storage charges which may be charged, to thirty days free storage and rates after thirty to be 1/60 of one cent per net bushel per day, but not to exceed 5c per net bushel for one year.

**House Bill No. 31** provides for thirty days storage, two cents per bushel, provided, however, that when no re-delivery is made within the first thirty days after the grain is received, no storage or other charges shall be made. Storage after the first thirty days shall be 1/60 of a cent per bushel but not to exceed five cents a bushel for one year. The bill further provides that all grain

whether on storage tickets or on deposit with the warehouseman shall be kept at the expense of such warehouseman for the benefit of the owner and provides further that no insurance policy covering grain in public warehouse, elevator, or flour mill shall be transferred or assigned except in so far as the same shall cover grain not stored to any person for any purpose whatever. And that the owner of storage tickets issued by any elevator, public warehouse or flour mill shall have first or prior lien or claim to the value of grain at the time of destruction at the place where stored on all such insurance for any loss or injury sustained by them on account of the destruction or injury of such grain by fire or tornado or any other cause covered by such insurance policy.

**House Bill No. 71** reads as follows: "Section 1. Every public warehouseman having issued warehouse receipts for grain delivered to it and which receipts are still outstanding may at the expiration of one year from the date of such receipt require that all storage charges allowed by law be paid in full. Where such storage charges are not paid the warehouseman shall have the right to and may sell sufficient of the grain so stored to pay the amount of storage then due. Upon the sale of such grain for the purpose of paying the storage charges the warehouseman shall not be liable for any damages for the amount of grain so sold. In the event that grain so sold shall remain in such public warehouse for more than one year, the storage charges shall become due and payable in like manner for each successive year. There shall be printed upon the warehouse receipt the following words: 'All storage charges must be paid within one year from the date hereof. If storage charges remain unpaid the warehouseman reserves the right to sell sufficient of said grain to pay said charges.'"

Your secretary was confidentially informed that there was some resentment on the part of a number of the members of this Legislature because your secretary was instrumental in having induced the Governor to veto the Hamilton-Northridge bill of two years ago, and because of this resentment it would possibly be better for your secretary not to appear in person in opposition to the passage of House Bill No. 2 and likewise House Bill No. 31. This warning was heeded. We have been asked, however, to appear at the proper time in support of House Bill No. 71. We would recommend that at the proper time that these legislative measures be discussed more fully.

**Legal Department:** In addition to our annual retainer arrangements with counsel Libby and Harris, at Grand Forks, we also retained counsel in the southwestern part of the state in order to increase our services to our members in that section by retaining J. P. Cain of Dickinson, N. Dak.

All requests for legal opinions should be addressed to the secretary at Grand Forks, however, being referred by him to either counsel as may be deemed advisable.

**Storing grain** in country elevators, taking storage tickets and borrowing money thereon from different sources, appears to have been increasing for several years. We do not believe that any one who is at all familiar with the grain business is in sympathy with this practice, but we have a condition which we believe is worthy of consideration.

**Advances on Storage Tickets.**—In the past two years co-operative terminal marketing ass'ns have been organized and are now in the field endeavoring to increase their volume of business. These marketing associations are advertising and holding out as one of their lines of service the ability to make advances to the individual farmer on storage tickets through the Federal Intermediate Credit Bank. The line elevator companies are advertising their readiness and willingness to make like advances. These advances run from 70 to 75% of the market value of the grain on the date that the loan is made.

This is a new form of competition with the farmers and independent elevators who may not desire to affiliate with either of the above mentioned organizations placing them at a disadvantage. Further, we believe that this creates an extra financial burden on the independent commission firm who is in the practice of financing their country elevator accounts.

In addition it creates somewhat of a risk because of the danger and inability on the part of the country elevator operator to close out such advances in the event of the market falling down to a point where there is no further equity left in such storage tickets. And even if the account is closed out the country elevator operator in those cases loses a friend and a customer.

During the late summer of 1930 your secretary's attention was called to the absence

of an independent credit corporation that would be authorized under the Act creating the Intermediate Credit Bank to handle these loans. Your secretary undertook an investigation into this matter and met with so much encouragement from different sources and from particularly some of the best managed and successful independent elevator companies, that he has entered for discussion at one of the sessions of this convention the question as to the advisability of forming such a Credit Corporation.

We desire, however, as a further explanation that our members be satisfied that if a number of farmers and independent elevators agree on incorporating such a credit corporation, that such action is not to be construed as an attempt to displace any existing credit facilities, but rather to afford an opportunity to grain dealers to secure the finances with which to meet this kind of competition and at the same time permit such elevator companies or dealers to consign grain for sale in the terminal markets to any one that their conscience dictates, and without any moral obligations whatsoever. This is a subject that is recommended for serious consideration at the proper time.

**PRES. THOMPSON** appointed the following committees:

**RESOLUTIONS:** Ernest Mares, Embden; C. Conaway, Starkwater; R. O. Everson, Washburn; Ed. Evenson, Wildrose; and J. W. Brenner, Windsor.

**CREDENTIALS:** Fred Klein, Beulah; Andrew McSparron, Grandin; and Gullik Johnson, Stover.

## Tuesday Afternoon Session

The Grainmen's Band, of 10 pieces, one of the drawing features of this annual gathering, led the 325 attending the second business session from the hotel to the Auditorium, where several more selections were offered.

**PRESIDENT THOMPSON** called this session to order, introducing

R. W. PUTMAN, banker of Minneapolis, who spoke on "Present Banking Developments." In championing the chain banking movement, he stated that North Dakota at one time had four times as many banks per capita as the average of the country. "In 6830 bank failures over 2½ billion dollars were involved, in which the depositors and stockholders were injured, which situation is less apt to occur with 'chain' banks."

## STORAGE LAWS

**BEN C. LARKIN**, Bismarck, chairman of the State Board of Railroad Commissioners, spoke on the advantages of organization, particularly emphasizing the present storage laws as an example of what this association can accomplish.

House bills Numbers 2 and 31 affecting present storage statutes, were killed, he said, in outlining new proposals coming up.

Mr. Larkin read excerpts from the storage laws governing licensing, bonding, taxation, etc., and explained each section read. Common infractions were cited, particularly regarding not issuing storage tickets at the proper time, and a general warning was issued.

Violations, not specifically mentioned, are punishable by a fine of from \$200 to \$1,000 and/or imprisonment not to exceed one year, in which category misgrading of grain falls. Many of the trying situations confronting the Commission were reviewed.

Amendments were proposed by Mr. Larkin, as he read from the law to enable a licensed grain dealer to sell his elevator when he wants to by liquidating all outstanding storage receipts.

Mr. Larkin next read the Uniform Warehouse Act. He then outlined proposed legislation prohibiting the shipping out of stored grain.

**SECY LEE**, requesting immediate action, in further emphasizing the undesirable situation outlined above, said, "When a grain dealer wants to and can liquidate all outstanding storage tickets the law won't let him, but if he can't buy in his outstanding

[Continued on page 169]



# Farmers Elevator Ass'n of Illinois Condemn Farm Board

The meeting at Peoria Feb. 3 to 5 of the Illinois Farmers Grain Dealers Ass'n was that of a jury which for a year has had the contract pooling methods of the Federal Farm Board on trial. The verdict was that the compulsory pooling practiced by the Farm Board regionals and subsidiaries is injurious to the best interests of the farmers elevators.

Members in attendance outnumbered the representatives from terminal markets and allied lines. All freely expressed their desire to be free from bureaucratic domination. Many flatly demanded that the Farm Board call off its promotional coyotes that have been snapping at the heels of the farmers elevators almost from the start of the Farm Board's activities.

The morning of the first day was devoted to registration of delegates and informal gatherings of old friends and acquaintances.

## Tuesday Afternoon Session

PRES. C. H. BONNEL, Rosemond, presided at the opening of the first session, Tuesday afternoon, in the ball room of the Pere Marquette Hotel.

REV. ROBERT H. CLARK pronounced the invocation, while the delegates stood.

O. P. WESTERVELT, pres. Peoria Ass'n of Commerce, officially made the delegates welcome, with the hearty verbiage that expressed the hospitality of the city.

PRES. BONNEL responded to the welcome, then announced that he was forsaking the inalienable right of a pres. to talk and tell the delegates things that they already knew and things that other reports would cover.

SECY LAWRENCE FARLOW, Bloomington, made his report of ass'n activities during the past year. He said:

## Sec'y Farlow's Report

Preliminary reports indicate that the farmers elevators in Illinois handled about 80,000,000 bus. of grain last year, which was 25% below normal. There was a slight increase in merchandise sales. Many companies are finding it necessary to increase their lines of merchandise to compensate for diminishing grain receipts.

**Transportation.**—While cars furnished by the carriers for grain loadings are as a rule in better condition than those furnished a few years ago, our claim department has collected more claims during the past year than ever before. We have found the claim agents of the various railroads to be courteous and willing to co-operate in the adjustment of all legitimate claims.

Movement of grain at no time during the past year has been heavy and few complaints have been made on car service. We have continued our relations with the Mid-West Shippers Advisory Board. We have handled but few complaints regarding right-of-way leases and side track contracts. Those matters which were controversial a few years ago seem to have been fairly well adjusted.

**Grain Inspection.**—For several years prior to 1930 we had constant complaints on grain grading in larger terminal markets. These complaints were promptly handled with the state and federal inspection departments. Conditions were much more satisfactory last year, due to better qualities of grain and partly to closer co-operation between men in charge of state and federal inspection departments.

**Scale Inspection.**—The accuracy of your scales has a direct bearing upon the profits of your company and the confidence of your patrons. Protect your income and maintain the confidence of your customers by keeping your scales in perfect weighing condition.

**Rural Grain Co.**—One of the unpleasant developments of the year was the failure of the Rural Grain Co. which had been sponsored by the ass'n and in which many of our

members had stock. The failure resulted from a breach of trust on the part of a trusted employee.

**Legislation.**—Two years ago, in co-operation with other interested organizations, we secured an amendment to the threshermen's lien law which requires the thresherman to give notice to the grain buyer previous to or at the time of delivery of the grain in question in order to enforce his lien. If the grain buyer must be a collector and render his services as such without compensation, he should at least have the co-operation of the one for whom the collection is made.

The landlord's lien law as it now stands is obviously unfair to the established buyer of grain. In a recent court decision it was held that the landlord may enforce his lien for rent any time within five years after the grain is purchased from his tenant. No notice of any kind is required. The directors of the Ass'n have instructed the legislative committee to ask for an amendment to the law at the current session of the legislature. We recommend that this convention go on record as favoring an appropriate amendment which will at least require the landlord to co-operate with the elevator company in the collection of rents.

**Ass'n Policies.**—The last session of our convention last year developed into a contest in which the questions of marketing and control were involved. Your officers interpreted the results of that contest to mean that the majority of our members stood for voluntary marketing based on merit of service, and local control of individual farmers elevator companies. Believing that majority rule is a fundamental principle of good government, your officers have stood firmly and fought diligently for the policies you approved. In spite of the strenuous efforts that have been put forth by rival organizations to enlist the support of farmers elevators, it is gratifying to note that more than 90% have remained true to the established policies of the farmers elevator movement.

I want to congratulate the farmers elevators of Illinois for their stability and usefulness thru a long period of years. They are the rightful heritage of the future farmers of America and should be handed down to them unfettered by any limiting contracts and under unrestricted local control.

SECY FARLOW read the report of Treas. W. H. Hindahl, San Jose, who was absent thru illness.

HARRY HEISER, Bloomington, head of the auditing department of the Ass'n, included in his report an extensive analysis of profits and losses among the farmers elevators during the past year. His report is published elsewhere.

PAUL THIELEN, Bloomington, head of the supply company, discussed side-line price fluctuations and their causes during the past year, in his report. He said:

## Price Declines Not Numerous

The year of 1930 was characterized in our business, as in others, by the period of depression and trade stagnation. Price declines were not as numerous as might have been expected considering business conditions as a whole. Such declines as were noted were mainly confined to coal, feeds, seeds and such items which normally fluctuate, to a considerable extent. One principal exception was salt. Salt prices severely declined some time ago. It is generally conceded, however, that this recession was not the result of the general business depression but was caused by dissension and disagreement among salt producers. Considerable weight is given this theory by more recent events. One of the large salt producers encountered severe financial troubles and its plants were sold at auction. They were purchased by another large producer, which concentrates the production of Michigan salt into the hands of a very few companies. The completion of this concentration was effected around the first of this year and on Jan. 21 a new schedule of salt prices was announced which advanced them almost to the old high basis. Most of the staple lines such as fencing, posts, nails, roofing, etc., have held steady thru the year and no price changes are indicated at this time.

The following com'ites were appointed:

**CREDENTIALS:** Vern L. Marks, Lake Fork; Fred Mudge, Peru; J. W. Overaker, Danforth.

**RESOLUTIONS:** T. R. Titus, Woodhull; H. G. Gerdes, Manhattan; Chas. Holz, Buckley; E. P. Foley, Tremont; H. B. Tendick, Lake Fork; H. A. Hendricks, Cerro Gordo; M. S. McClintock, Edinburg.

Election by districts of the nominating com'ite resulted in:

**NOMINATING:** F. J. Morrissey, Sublette; H. G. Gerdes, Manhattan; J. G. Etzel, Martinton; D. Roudebush, Roseville; A. C. Rice, Jacksonville; S. E. Funk, Milmine; J. M. Cole, Edinburg, representing districts 1 to 7 in the order named.

Adjourned to Wednesday morning.

## Banquet

A satisfying meal was served some 500 guests in the ball room of the Pere Marquette Hotel at 6:30 p. m. Tuesday. During and after the banquet musical entertainment was supplied for the pleasure of the delegates.

HON. OSCAR E. CARLSTROM, attorney-general for Illinois, made the address of the evening with a discussion of "Private Initiative Versus Government Interference." He left no doubt about his feelings concerning private initiative and the rights of individuals, eloquently classifying these as the "foundation from which our government and our country has developed."

## Wednesday Morning Session

VERN L. MARKS, Lake Fork, pres. of the Managers Club, presided at the second session, the second and third sessions being in charge of his organization. Subjects close to the hearts of managers, and pertinent to the successful operation of farmers elevators, predominated.

DR. CHAS. L. STEWART, Department of Agricultural Economics, College of Agriculture, University of Illinois, talked interestingly at some length on "Production and Consumption Trends Influencing the American Farm Situation," using exhaustive charts and maps to illustrate his address. A brief of his talk is published elsewhere in this number.

J. G. CLEMMONS, Virden, practical elevator manager, discussed "Soy Bean Marketing," telling about testing and handling the product efficiently, and predicting that, with the supply grown to the proportions in which it is now available, a market would



Vern L. Marks, Lake Fork, Ill., Re-elected Pres. Managers' Club.



soon be developed for soy beans in connection with the present market for grains. His talk is published elsewhere in this number.

MRS. CORA M. CARMEAN, Decatur, housewife and a firm believer in the practical uses of corn sugar, talked on "Marketing Corn Thru the Sugar Bowl." She urged that every man and woman at the convention investigate corn sugar by trying it, and if satisfied that it is practical for home use, sell the idea to their friends and acquaintances. Thus a new market for corn might be developed, to the profit of the corn producer and the country elevator.

Adjourned to 2 p. m.

### Wednesday Afternoon Session

The third session opened in the ball room of the Pere Marquette Hotel at 2 p. m. Wednesday with Pres. Bonnel presiding in company with Mr. Marks.

WM. D. BECK, district manager of the Car Service Division, American Railway Ass'n, gave a historical account of the early railroads and the comparatively recent development of shippers' advisory boards. He said:

### Government Hurt Railroads

During and in the years immediately following the war government operation of railroads disturbed their equilibrium. In 1923 officials of the various railroads got together and came to the conclusion that if the railroads were to adequately serve the demands of the shipping and traveling public something had to be done to rehabilitate the properties. A program of rehabilitation was begun that eventually brought railroad properties to their present standard of service.

Prior to 1923 there was little if any co-operation between various rail lines in periods of car shortage. But conditions then demanded that the roads work together for their common good.

The first shippers' advisory board was tried in 1924 in Minnesota and the Dakotas, the hot bed of complaints over car shortages and inefficient service, where during the peak of the movement of grain farmers slept under their wagons waiting for trains to come and provide the elevators with cars. The voice of the shippers in this first advisory board proved of such great value in meeting demands that shortly thereafter 12 other boards were established in various parts of the country.

The advisory boards, forming a common meeting ground for developing co-operation between shippers, carriers and receivers, have 41 com'ite divisions, covering the various classifications of freight. It is the purpose of the boards to settle arguments informally, to give the shippers a voice in the service of the roads, to give the carriers adequate information about equipment needs, and to seek the co-operation of receivers in releasing equipment. An example of the results is in the l. c. l. shipments out of Chicago for 1930. Moving to all parts of the country and into its farthest corners, these shipments arrived 98% on time.

In 1916 railroads estimated they had 108,000 too few cars to meet the demands of shippers. Not long after the period of rehabilitation and co-operation was begun in 1923 there was a surplus and the surplus has normally run from 50,000 cars upward ever since. Shippers have been helpful thru their heavier loadings of equipment, utilizing the capacity of the cars.

From the standpoint of the elevator operators attention is properly called to the superintendents of transportation on the various railroad divisions, some call them superintendents of car service. You will find them glad to co-operate with you for the settlement of minor troubles and that they will take a personal interest in your shipping problems.

### Where Are We Going?

E. G. DUNN, Mason City, Ia., director in the Iowa Farmers Grain Dealers Ass'n, deplored the disinclination of politicians to face existing conditions and fight for their honest convictions.

"We've been spending immense sums of the taxpayers' money every year in every state to educate the farmers on means of increasing the production of their acres," said Mr. Dunn. "Success has attended the effort. Production has been increased.

Farmers are raising bigger and better crops with less labor now than they ever have. Now our politicians and their buros tell them to reduce production, reduce it to meet the demands of the home market. If the officials are right, why do we spend billions of dollars every year to increase production? Why are we so wasteful of taxpayers' money?

"In Iowa taxes have come to over-burdened farming properties. There is definite question whether the additional burdens of government marketing machinery might not only further burden them.

"Government marketing machinery or not, no power is going to be strong enough to take from the ownership of our farmers their local elevators, nor dictate to them what they shall or shall not do with their grain."

F. S. BETZ, addressed the delegates on "Voluntary Co-operation Versus Compulsory Marketing Contracts," giving as his view that when co-operation is forced it ceases to be co-operation. Co-operation implies education and voluntary acts, rather than compulsory marketing contracts. It is the spirit of co-operation that has attended successes among the farmers elevators.

"Don't sign away your rights to the things you produce," warned Mr. Betz. "A good many have tried it and found that compulsory contracts are much easier to get into than to get out of. Courts have been unsympathetic. Such signed contracts have been held binding." His address is given elsewhere.

J. A. SHORTHILL, Omaha, ass't sec'y Farmers National Grain Dealers Ass'n, spoke briefly on fidelity bonds and workmen's compensation insurance as handled by the state and national ass'ns. This, he said, grants elevators uniformly low rates.

Adjourned to evening session.

### Wednesday Evening Session

Following a short business session of the Managers Club, during which Vern L. Marks, Lake Fork; and F. J. Morrissey, Sublette, were re-elected pres. and sec'y, respectively, the Wednesday evening session in the ball room was turned over to the Peoria Board of Trade. Music, entertainment and speakers were provided by the latter organization.

HOMER H. DEWEY, pres. of the Peoria Board of Trade, acting chairman, introduced the speakers.

THOMAS PIERMAN, sec'y of the local Y. M. C. A., lived up to his reputation for being an entertaining story teller, keeping his audience in gales of laughter, yet hitting a serious note with his reference to the present business depression and his wondering if it might not be beneficial in developing resource and fortitude.

JIM POOLE, Chicago Live Stock Exchange, famed for his announcements and talks on farm subjects over radio station WLS, talked on the Farm Board, farm conditions and the growing menace of government in business, increased tax burdens, and stifling of initiative.

Adjourned to Thursday morning.

### Thursday Morning Session

PRES. BONNEL presided at the fifth session.

The resolutions com'ite reported and the following resolutions were unanimously adopted:

### Resolutions Adopted

#### Farm Board Grain Handling Methods

RESOLVED, that a vote of thanks and appreciation be extended to Jim Poole for his fearless presentation of facts regarding the methods of handling grain by the Federal Farm Board, methods that are condemned by the Farmers Grain Dealers Ass'n of Illinois.

#### Promotional Interference

WHEREAS various subsidiaries and regionals have been created under the Agricultural Marketing Act, and

WHEREAS these regionals and subsidiaries advocate and are continually trying to promote compulsory co-operation and principles and are injurious to the best interests of the farmers elevators, therefore be it

RESOLVED that we do hereby respectfully request that the Farm Board compel the various regionals to desist in this injurious and destructive work and cease to aid contract or pool organizations.

#### Corn Sugar

WHEREAS, by the recent declaration of Sec'y of Agriculture Hyde, the unjustifiable stigma against corn sugar as used in the interpretation of the Pure Food and Drugs Act of the United States has been removed and the manufacture of corn sugar is possible to develop large consumption of corn, therefore, be it

RESOLVED that we, the Farmers Grain Dealers Ass'n of Illinois, as representatives of a large corn producing area in convention assembled, extend our congratulations to Sec'y Hyde for his exhibition of wisdom in making this ruling, and

RESOLVED that we pledge ourselves, as the producers of corn, to become also users of corn sugar in its various forms for domestic foods wherever this is possible without economic loss in so doing.

Other resolutions passed expressed the appreciation of the ass'n to its officers and directors, the city of Peoria, the speakers at the convention, and endorsed the connections of the national ass'n for writing fidelity bonds, workmen's compensation and public liability insurance.

### NEW OFFICERS

The nominating com'ite reported the following nominations, all of whom were endorsed and elected by popular acclaim; bearing out the tradition of the ass'n for moving its officers one step ahead every two years:

T. R. CAIN, Jacksonville, pres.; R. B. Orndorff, Bloomington, 1st vice-pres.; E. H. Donnewitz, Somonauk, 2nd vice-pres.; Chas. Fairfield, Fisher, treas. Directors

### Officers and Directors Illinois Farmers Grain Dealers' Ass'n



Front row, left to right: Lee L. Mellinger, Cerro Gordo, Director; Lawrence Farlow, Bloomington, Sec'y; R. B. Orndorff, Bloomington, 1st V. Pres.; T. R. Cain, Jacksonville, Pres.; C. H. Bonnel, Rosemond, retiring Pres.

Back row: Lewis Weber, Seatonville; Chas. Holz, Buckley; H. J. Grieve, Edinburg, F. W. McLaughlin, Ashland; J. A. Henebry, Plainfield, and V. A. Wertsch, Delavan, Directors.



elected were Lewis Weber, Peru, for Dist. No. 1; Chas. Holz, Buckley, for Dist. No. 3; Lee L. Mellinger, Cerro Gordo, for Dist. No. 6.

JOHN MILLER, Galva, with appropriate words, presented retiring-pres. Bonnel with a traveling bag in the name of the ass'n, as a token of its esteem and appreciation of his services.

MR. BONNEL fittingly accepted the token "not only for its own sake but as an expression of your honor and esteem."

PRES.-elect Cain expressed his appreciation of the honor of election and declared his allegiance to the policies of the ass'n and the welfare of the farmers elevators.

Adjourned *sine die*.

### Peoria Convention Notes

Convention delegates to the number of 451 registered, tho the attendance ran a little higher.

Registration was in charge of the capable Mike Finn, convention sec'y of the Peoria Ass'n of Commerce, with whom the grain dealers and farmers elevator delegates are getting better and better acquainted. Badges were pinned on the delegates by J. D. Stevens and J. T. Peterson, well known representatives of the Grain Dealers National Mutual Fire Insurance Co., which company supplied the badges. Quite a number of ladies attended.

The usual number of pencils, cigars and convention souvenirs were distributed by the commission firms and supply houses.

Parties of one kind and another were the order of the evening on both Tuesday and Wednesday nights. There was always something doing to keep the delegates interested.

Unusually spring-like weather increased the attendance. Soft breezes and balmy air, more to be expected in April than in February, filled the delegates with the desire to wander around the town.

### Peoria Exhibits

Among the interesting exhibits was that of the Lehigh Soil Sugar. An electric train ran on a track ballasted with limestone. There were representations of roads and automobiles, a rambling brook and several cows, heads up, in the pasture. A switch track on which rested a toy car, filled with limestone, ran beside a model of an elevator. The exhibit was in charge of Dan Sanborn and M. C. Hobart.

ATTRITION mill plates were displayed by F. J. Conrad on a table from which he distributed literature from the Mill Machinery Co.

Field seeds and a model of a clipper cleaner were on display by the Kelly Seed Co.

Rome O'Connell was in charge of a display of Plymouth twine.

Samples of salt were shown by the Mulkey Salt Co.

AN "IDEAL" oats huller was set up in a sample room where W. C. Runft and Ed J. Jones told inquirers all about the advantages of hulled oats and the profits to be made from hulling.

### Attendance at Peoria

From Decatur came F. A. Wand, H. W. Glessner, C. L. Leiss, and E. B. Evans.

LIMESTONE representatives were Dan Sanborn, Mark Hobart and W. E. Greene.

SALT and chemical representatives were H. G. Horton, P. P. Kling, G. E. Davis, J. G. Ireland, and E. C. Jarus.

Among the brokers and merchandisers were H. Stanberry of Bloomington, and Howard Stotts, of Streator.

INDIANAPOLIS sent F. D. Roberts, A. N. Steinhart, J. G. Steinhart, Lew Hill, E. K. Shepperd and O. P. Larimore.

ST. LOUIS representatives were B. F.

Jostes, Otto Gates, C. A. Wilson, Bert Collins, Frank J. Sommer, and Frank Bubb.

STEEL post and fencing representatives were A. A. Nelson, S. D. Miner, H. K. Wagner, W. H. Graham, L. D. Faris, H. C. Miller and M. C. Mason.

INDIANA'S contribution to the attendance from country elevators included F. E. Jones, Boswell, E. D. Gadbury, Matthews; E. McVicker, Van Buren.

BUILDERS present were Harry Quick of Geo. W. Quick & Sons; D. M. Newell of Newell Constr. & Machinery Co.; Carl Younglove and D. G. Eikenberry.

SEED companies were represented by T. Beeson, Crabbs-Reynolds-Taylor Co.; J. C. Cruse, C. D. Evans, A. N. Wertheimer, F. H. Weeks, and W. G. Kelly.

MACHINERY men present were C. N. Ward, Union Iron Works; F. J. Temple, W. C. Runft, and Ed. J. Jones, F. J. Conrad, P. S. Procter and G. J. Betzelberger.

INSURANCE and fidelity bond representatives were J. D. Stevens and J. T. Peterson, H. A. Canham, A. R. Schroeder, V. R. Johnson, Howard Rice, Jr., and J. A. Shorthill.

CHICAGO'S delegation included: H. A. Rumsey and W. H. DeBolt, Rumsey & Co.; Frank Haines and H. R. Sawyer, J. H. Dole & Co.; K. B. Pierce, L. R. Carpenter, Homer Barlow, and Mike La Valle, Jas. E. Bennett & Co.; Wm. Tucker, Ralph Williams, and F. J. Dolan, Lamson Bros. & Co.; Jack Brennan and S. J. Kennedy, John E. Brennan & Co.; W. M. Hirshey and P. E. Kries, J. C. Shaffer Grain Co.; Ross Livergood, E. W. Bailey & Co.; O. J. Bader, E. J. Feehery, J. A. Peters, J. F. Plotnicky, W. G. Nelson, C. H. Stout, D. W. Jones, H. A. Mulholland, and J. J. A. Corria. J. A. Schmitz, Chicago Board of Trade Weighmaster, was among them.

Elevator managers present included H. Hedrick, Augusta; F. W. McLaughlin, Ashland; W. M. Susdorf, Avon; H. L. Meyer, Arenzville;

C. S. Reeser, Benson; Bruce Miller, Brocton; F. A. Walter, Belleville; G. W. Gels-thorpe, Bloomington; E. A. Walker, Brittany; F. L. Jostes, Boody; Chas. Holz, Buckley;

A. G. Clapp, Cabery; Leslie Markwalder, Cissna Park; H. A. Henricks, Cerro Gordo; H. H. Hamilton, Cullum; M. Buck, Cropsey; Peter Coyer, Claytonville; E. J. Steele, Cisco; R. J. Hack, Cullum;

J. H. Widner, Dalton City; W. F. Siemons, Del Ray; O. B. Robbins, and P. G. Klein, Dwight; T. E. Bilderback, Denver; J. W. Overacker, Danforth;

M. S. McClintock, Edinburg; A. E. Bader, Earlville; H. T. Hanson, Esmond; W. A. Kommick, Emden; T. F. Keim, Findlay; T. D. Karnes, Fairbury; H. B. Steele, Fisher; L. Shreve, Farmer City; L. H. Seago, Grand Ridge; L. Truman, Gifford; F. D. Gillespie; Harris; Geo. Shirley, Hartsburg;

C. O. Snedeker, Ipava; Gus Kilver, Jacksonville; C. O. Merkle, Kempton; Vern L. Marks, Lake Fork; C. H. Adams, La Place; L. Paulus and S. L. Nulty, Lincoln; John Pierce, Leonard; A. E. Foster, Ladd; F. W. Hill, Leland; R. M. Hodam, Ludlow; C. L. Albin, Lotus; H. J. Mummert, Macomb; J. G. Etzel, Martinton; P. C. Allen, Manteno; C. G. Hauter, Morton; J. E. McCreery, Mason City; L. E. McClellan, Morris; T. C. Herron, Milford; G. S. Larrick, Milmine; C. J. Gilman, E. F. Wilson, Jos. Stremlan, and A. G. Zimmerman, Mendota; Arthur Dirst, Minooka; R. H. Jones, Monticello; F. J. Lowry, Manhattan; R. A. Ewing, Malden; J. L. Brehne, New Berlin;

Jas. McMahon, Ocoya; W. A. Kinnett, Orleans; R. T. Gustus, Ophie; H. A. Bonges, Ottawa; Thos. Woolston, Owaneco; H. Ledbetter, Pierson; L. A. Sears, Plano; C. F. Miller, Piper City; J. A. Gilles, Pesotum; E. E. Morgan, Paxton; J. H. Heins, Pontiac; P. J. Larson, Paxton; H. G. Heintzman, Peoria; R. F. Guenther, Peru; Carl Porter, Pekin; J. A. Henebry, Plainfield;

John Cleary, Rutland; F. A. Todd, Raymond; C. W. Wellman, Ransom; Delino Roudebush, Roseville; E. H. Reepe, Reddick; Grant Burdick, Speer; G. D. Marshall, Stronghurst; F. J. Morrissey, Sublette; A. J. Corri, Seatonville; W. H. Springer, Stanford; Elmer Goll, Streator; E. T. Johnston, Sibley; J. D. Worsham, Sheldon; R. F. Nelson, Tampico; J. C. Baker, Taylor Ridge; S. C. Shaw, Tallula; F. W. Robinson, Teheran; J. G. Clemens, Virden; J. H. Schumaker, Verona;

Homer Gibb, Wing; J. R. Titus, Woodhull; E. W. Resser, Walton; E. O. Martin, Weldon; W. W. Luhring, Weston; J. A. Little, Weedina; I. Meyer, Warsaw; Ben Esch, Washington; W. Halcom, Weldon; J. H. Fuller, Winchester; W. S. Gray and F. E. Barkley, Yorkville.

The Liverpool Price of wheat is said to have fallen to the lowest point in 350 years, having closed at 60¾ cents per bushel for the May delivery on Jan. 20 and 23.

### Meetings at North Platte and Scottsbluff, Nebr.

Mr. H. A. Butler, Omaha, Nebr., president of the Grain and Feed Dealers Nat'l Ass'n, held two very successfully meetings of grain dealers recently. At North Platte, Nebr., Thursday, Jan. 29th, and Scottsbluff, Nebr., Friday, Jan. 30th. The attendance at each was good and the spirit of co-operation was very encouraging.

The sentiment against the meddlesome and injurious policies of the Farm Board and its subsidiaries is very strong in the west end of the state.

At each place Mr. Butler entertained the delegates and their wives at a fine dinner and showed moving pictures taken by himself of a hunting and fishing trip down the Salmon River in Idaho in the summer of 1929.

His discussion of present conditions of the grain business and the issues showed the necessity for the independent companies and dealers forming active local associations for mutual defense and information.

The advantages of hedging operations to protect holdings of grain were fully explained and the recent reduction of the commission on sales of wheat at Omaha from 1½ to 1 cent per bushel was explained.

A local association, the Midway Grain Dealers of the Platte Valley, was organized at North Platte with H. E. Day as chairman and Mac Brown, secretary, both of North Platte.

The local unit organized at Scottsbluff is called the North Platte Valley Grain & Feed Dealers. John R. Jirton of Morrill is chairman and E. I. Mead of Scottsbluff, secretary.

Mr. Harry R. Clark, chief inspector of the Omaha Grain Exchange and A. W. Campbell, Omaha, representing the Nebraska Grain Dealers Ass'n, attended the meetings.

**Nebraska Shippers at North Platte included** J. M. Pullen, Roscoe; Frank Mead, Omaha; W. R. Woodman, Venango; Raymond Cogil, Sutherland; Dora Banderet, Paxton; Mr. and Mrs. J. H. Grill, Paxton; Mr. and Mrs. P. W. Klinge, Gothenberg; Mr. and Mrs. C. E. Wilson and Son, Willow Island; Harry Cramer, North Platte; H. R. Clark, Omaha; H. J. Johnson, Big Springs; Henry Cooper, Hershey; A. Foster, Brady; Mac Brown, North Platte; Earl Heffner, Maywood; A. W. Campbell, Omaha; C. G. Sherwitz, Ogallala; N. G. Ensey, North Platte; C. M. Bell, North Platte; Roger Gainor, Arnold; E. R. Elliott, Riverdale; Mr. and Mrs. Carl Wickstrom, Hershey; Jas. Trimble, Omaha; J. L. Welsh, Omaha; Mr. and Mrs. R. J. Schierbrot, North Platte; H. A. Butler, Omaha; Mr. and Mrs. Dave Lanham, Curtis; H. D. Chadderdon, Dickens; Mr. and Mrs. H. E. Day, North Platte; Mr. and Mrs. Mack Fulton, Venango; Clara and Hal Day, North Platte; Mr. and Mrs. Barney Dudden, Venango; Mr. and Mrs. R. A. Kirkman, North Platte; Berton Shoup, Sutherland; Mr. and Mrs. W. F. Wooters, Stapleton; Mrs. James Shoup, Sutherland; Mr. and Mrs. W. R. Bennison; P. J. Fitzgerald, Brandon; M. G. Richardson, Maywood; Louis Larson, Callaway; Mr. and Mrs. E. T. Walter, Oconto; Mr. and Mrs. E. W. Nelson, Brule.

### At Scotts Bluff Meeting:

FROM WYOMING: Mr. and Mrs. C. M. Adams, Hawk Spring; A. W. Nygren, La Grange; Mr. and Mrs. A. R. Persson, Lingle; Oscar Smith, Veteran; Jno. A. Clayton, Robert M. Cottier, Yoder.

FROM NEBRASKA: C. M. Dove and B. N. Dunlap, Bridgeport; Mr. and Mrs. Albert Kaasch and Mr. and Mrs. B. L. Vandruft, Broadwater; W. G. Adams and Walter W. Peterson, Chappell; Mr. and Mrs. E. R. Shelton, Gering; B. W. Larson, Kimball; Mr. and Mrs. E. S. Young, Lyman; Mr. and Mrs. C. E. Scrivens, Mitchell; Mr. and Mrs. Verne Abernthy, Mr. and Mrs. John R. Jirton, Morrill; Mr. and Mrs. LaVerne Moore and Mr. and Mrs. J. G. Nygren, Oshkosh; Mrs. A. E. Holchkins and Mr. and Mrs. E. I. Mead, Mr. and Mrs. J. H. Mead and Mr. and Mrs. J. B. Runyon, Scotts Bluff; B. C. Grabill, Sidney.

FROM OMAHA: H. A. Butler, A. W. Campbell, H. R. Clark, Jas. Trimble, Omaha.



# Iowa Farmers Object to Releasing Control of Elevators

If under-currents running thru attendance at the 27th annual convention of the Farmers Grain Dealer Ass'n of Iowa, held at Mason City, Jan. 27-29, reflect the sentiment prevailing in farmers elevator circles within the state no one is satisfied with the work of the Farm Board. Rumors passed about the quiet working of factions that resulted in adoption of a resolution favoring the Farm Board, with such reservations as to nullify the favoring. The retirement of President Cottington expressed disapproval of his Farm Board affiliation.

Ass'n headquarters were at the Hanford Hotel, but every hotel in town was filled by attendance that numbered over 700. Unfortunately no local arrangements were made for accommodations beyond the capacities of the hotels. It was necessary for a number of those attending to find accommodations in neighboring towns and commute back and forth on local trains during the three days.

Exhibits were conducted in two places, those of the machinery men and builders being confined to the Armory, where convention sessions were held, while coal men, ingredient manufacturers, fencing and post manufacturers and others had their products and advertising on display at the Hanford Hotel, where two of the three managers' sessions were held.

All sessions, with the exception of the business meeting and one open session of the managers' organization, were conducted in the Armory where there was plenty of room to accommodate the crowd. The morning of the first day was devoted to registration of delegates and to gatherings and greetings among old friends.

## Tuesday Afternoon Session

The first session was called to order in the Armory by Pres. S. J. Cottington, Stanhope, about 2 o'clock Tuesday afternoon.

Invocation was pronounced by Rev. Jewel L. Pickett, pastor First Baptist Church.

Several musical numbers were rendered by the Marshall-Swift Clover Leaf Quartet.

E. H. Wagner, pres. Mason City Chamber of Commerce, welcomed the delegates.

PRES. COTTINGTON responded to the welcome with appreciative words. After briefly covering some of the activities of the ass'n, and laying blame for failure of the Rural Grain Co. on its manager with a charge of speculation and mis-management of company funds, he continued with a lengthy discussion of the Farm Board and its activities, from which we take the following:

## Pres. Cottington's Address

**Co-operative marketing** shortens the route between producer and consumer, reduces spread and makes for orderly distribution. That is one reason why it is advocated. There is another more important reason why co-operative methods should be developed. That is the ability of the farmer to share in the commercial value of his products. It was considered at one time that the producer created most of our wealth, but in commerce a great change has taken place.

**Build Marketing Machinery.**—Agriculture has been selling its products at the world's lowest wholesale price. The time has come for us to lift our income by better methods of distribution and by giving agriculture a larger voice in the merchandising of the products that it has produced. The first step is to build farmer-owned and farmer-controlled marketing agencies. Then we must procure equal ability in managing, equal brains and honesty, and commercial experience with present handlers of farm

products. We also must have a loyal and informed membership. Only when the farmer can make his voice heard in the market places of the world will he be able to understand market conditions and consumptive needs. Then they can gear their productions in harmony with demands. It is quite apparent that the present marketing system gives little consideration to the welfare of the man who produces the raw materials in which the marketing system deals.

It is just as apparent that the complexities of this marketing system make it necessary to find some method of protection against undue fluctuations, thus enabling our grain handlers to purchase, store and process without having their equity destroyed by violent market changes. Thus the long and short pit system of selling was evolved in the grain exchanges of the world and with these operations there developed a so-called system of "hedging." As long as this system remains with its violent manipulation of prices there must be a method of hedging for the protection of the buyer and processor, but when short selling and hedging take the form of gambling and speculation in the necessities of life it becomes a menace to the public.

**Stabilization Operations.**—In October, 1929, certain loan policies were adopted with respect to wheat that led into major stabilization operations. The outcome cannot be regarded as entirely satisfactory.

But suppose no action had been taken. In our judgment there is no doubt that radical declines in grain prices would have taken place then, instead of later. These declines would have been credited with severe breaks in commodity prices and extreme business depression. The action did not prevent these disasters coming later but had the board refused to make an effort to meet the situation it would have been more severely condemned for merely standing by.

Those who think there is an irreconcilable conflict between the man in the city and the man in the furrow are in error. Unfortunately we have magnified our differences and minimized the points in agreement. We should recognize that Roosevelt was correct when he said "This country will not long remain a good place for any of us unless it is a good place for all of us."

The report of Sec'y W. H. Thompson, Ft. Dodge, concerned itself principally with the activities of the ass'n and its various departments during the past year. He said:

## Sec'y Thompson's Report

The past year your secretary has lent his best efforts in helping to build up stronger local companies. We find that our companies as a whole are in better shape and have been more successful the past five year period than in any previous five year period.

We have made special effort the past year to get our member companies to purchase the stock of their stockholders who have moved away and place it with their loyal patrons at home, not now stockholders, and to get more stock out to the younger farmers and get new blood in our elevators.

If we are to perpetuate our co-operative companies and keep them producer-owned and controlled, we must continually watch our stockholders' list. We regret to say that there are a few elevators operated for the benefit of the stockholders rather than in the interest of the producer who furnishes the business and profit for the company.

We are endeavoring more and more to get our companies to discontinue practices that are not in line with good business. We refer to the granting of too much credit to their patrons. We are glad to report that in one county in the state where some effort has been spent, all the elevators are limiting their book accounts to from \$1,500 to \$3,000 an elevator and having the lowest average of any county in the state.

**Storing.**—Another practice that very often leads to difficulty sooner or later is the storing of grain for the farmer. Most companies need all the space they have and shipping stored grain leads to difficulties. Furthermore, when farmers get ready to market their grain now with the use of trucks it's no job to deliver it to the elevator where it used to take weeks with horses and wagons and poor roads. The two things that have caused more failures in our elevators

than anything else can be traced back to poor credits and storing grain.

Thru a series of grain grading schools held the past summer it has been again shown how necessary it was to properly grade your grain and see how the inspectors do it in the terminal markets. Thru the continued efforts of your ass'n in the past and the co-operation of the department of agriculture, we feel that your grain is being inspected better each year. This is indicated by the appeals taken the past year when of 14,465 appeals on corn the original grade was sustained in 65.1 per cent of the cases. On 23.7 per cent samples the grade was raised and in 11.2 per cent cases, lowered.

**Docket 17000.**—As you know, the freight rate case that has been pending for years was finally passed on this summer by the interstate commerce commission. If put into effect, the producers of Iowa would have to pay thousands upon thousands of more freight on their grain that went to the market. The new rates were to go into effect on Oct. 1, 1930. Your ass'n protested vigorously to all the powers that be thru our national ass'n and thru our state interstate commerce commission and attended several hearings at Des Moines with Judge Henderson, commerce counsel, on ways and means of preventing its going into effect. The freight boost would take away the differential between grains and wheat, which we had lost once and gotten back some eight years ago.

Carrying out the plan we have followed the past few years, we will continue holding educational meetings with the co-operation and assistance of the extension department of Iowa State college. The meetings held the past year have been well attended and we feel the benefits our companies have derived from them warrant their continued support.

CARL N. KENNEDY, Ass't Sec'y of Agriculture, Des Moines, told briefly of the activities of his department, which is divided into four main divisions, the dairy and food products division, the animal husbandry division, weather and crops, and entomology. He said:

**Scale Inspection:** Under the first division comes scale inspections. During the past couple of years we have added trucks to our scale inspecting equipment and are in better condition to give adequate inspection than before.

One of the faults of the present system used in assessing inspection fees on scales is its variations. Charges now run \$5, \$3, and \$2. This penalizes the large truck scales and discourages installation of equipment necessary to properly weigh the heavy trucks which have come more and more into general use. We are preparing to ask the legislature to change the charges to a straight \$3 on all scales, including automatic scales.

**Seed Inspections:** During the past year we have inspected over 2,000 samples of seed. Farmers buying seed thru their local dealers can be assured of the protection of the Iowa seed law. This seed law is not effective on interstate shipments sold direct.

**Feed Analysis:** The last legislature gave us a new feed analyst, who will be glad to help you with checking your formulas for feed mixing. Analysis protects the buyer and insures fair competition between classes of dealers. We trust you will take advantage of this department.

**The weather and crop division** issues monthly bulletins. It is trying to give you information on the weather and on the crops. Its bulletins are free for the asking.

Four years ago the entomology department was consolidated with the preceding three and we were given an entomologist. This was principally because of the corn borer scare which was permeating the east and has reached well into Indiana at this time. The corn borer is still a long way from our borders. We hope it continues to stay a long way from Iowa but we are preparing to fight it, should it eventually arrive.

**Taxes Are High:** We hear questions asked sometimes by those unfamiliar with farming conditions to the effect that Iowa can not be hard up when it produces more than any other state in the union with the exception of Texas. Part of the answer at least is in taxes. Iowa farm taxes are now 265% of what they were before the war. The value of farmland has gone up and has gone down again until it is now what it was in the pre-war days. This has been an important factor in the depression from which agriculture has been suffering for the past 10 years. Farmers have not been able to reduce their overhead expenses commensurate with their incomes.



The following appointed committees were announced by Pres. Cottingham:

**RESOLUTIONS:** Milford M. Beeghly, Pierson, chairman; R. A. Holman, Rockwell; Levi Wilcox, Humboldt; H. H. Douglas, Northwood; T. Z. Henryson, Story City.

**CREDENTIALS:** Jacob Hengel, Fenton, chairman; John Bohning, Clear Lake; F. A. Hall, Boxholm.

**BY-LAWS:** Oscar Helene, Marcus, chairman; H. B. Booknau, Malcom; David Wood, Terrill.

**RE-DISTRICTING:** G. D. Barogen, Webster City, chairman; C. M. Hyde, Manson; D. M. Norton, Sanborn.

**ARBITRATION AND INVESTIGATION:** C. H. Nelson, Garner, chairman; W. J. Lynch, Green Mountain; B. F. Dunkelberg, Rockford.

Adjourned to 7:30 p. m.

### Tuesday Evening Session

The second session was preceded with a concert by the Mason City High School Band, a large band, composed entirely of high school boys and girls who showed good training and unexpected skill in handling the instruments.

**PROF. FRANK ROBOTKA** of Ames, was the first speaker on the program. He talked at some length on a general survey of the farmers elevator movement in Iowa since 1920. Charts with which he demonstrated showed that the number of farmers elevators reached the peak in Iowa in 1920 when 542 were in operation. Since then the number has declined to 434. This reduction in numbers he compared with independent and line companies, showing that the percentage of farmers elevators that have gone out of business without being replaced is comparable to the number of independents that have suffered the same fate, while line companies have made the gains the others have lost. Farmers elevators have lost 11% of their membership in the past 10 years, but the loss in producer membership has been 27%, which shows that considerable of the stock of farmers elevators is held by retired farmers and non-producers. Of the 434 farmers elevators operating in Iowa today 225 are operating under the co-operative law, while 211 are operating under corporation law.

**LIBERAL CREDIT COSTLY:** A chart demonstrated at the close of Prof. Robotka's lecture showed that elevators employing a liberal credit policy had credit costs running as high as 12%, which meant that they were taking a loss over and above their margin on many of the sidelines handled.

Where strict credit policies were employed the credit costs were as low as 1% and the elevator was able to handle sidelines on low margins, yet show a profit.

**E. G. DUNN**, Mason City. In the course of a lengthy and flowery discourse on Iowa, an empire taken from the Indians at \$1.25 per acre and now mortgaged for \$105 an acre, where in spite of production of immense wealth, there have been many failures, he gave a brief description of the Iowa Co-operative Grain Co., which has headquarters at Cedar Rapids. The manager, he said, gets \$5 a car for each car he handles, provided he makes \$5 on the car. If he makes only \$1 on the car that is all he gets. At the same time he must pay all sales expense, such as stationery, telephone, office rent, etc. An assessment of \$1 on each car is made to build up a fund for the future construction at Cedar Rapids of a cleaning and transfer house. Possibilities in the system are unlimited, claimed Mr. Dunn, because direct selling is undeveloped and the Iowa Co-operative Grain Co. seeks to sell direct to the feeders and mills wherever

possible. Admitting the failure of previous efforts at forming successful co-operative terminal marketing facilities, Mr. Dunn, claimed this latest development as the solution to the difficulty and so carefully planned that no more difficulties would be encountered from speculation or mishandling of funds.

Adjourned to Wednesday morning.

### Wednesday Morning Session

Vice-pres. W. S. Criswell, Luther, presided at the third session, held in the Armory Wednesday forenoon.

W. S. Wilcox led in community singing.

**GEO. GODFREY**, Algona, member of the State Board of Education, talked on co-operative marketing, saying:

#### KEEP PRICES IN BALANCE

For the past 10 years we farmers have been told we are pretty sick, until we have come to believe it. Not only that but we've been accepting the prescriptions of the doctors who have schemes for the cure. Experience taught us certain things are wrong and certain things are needed for the cure.

Co-operative marketing is one of the cures. This is not new. It started a long time ago and the very fact that it has endured so long is proof of its being sound.

In the principles of co-operative marketing is the idea of building from the bottom up, beginning with individual producers, who voluntarily seek to co-operate together. Among the things the federal Farm Board has learned is that there is a vast difference between taking a few manufacturers and forcing them to get together for their own good, and doing the same thing with a couple of million farmers.

Co-operative marketing systems can only be successful if they sell themselves on their own merit to the farmers. Some organizations among farmers have tried using the contract system compelling co-operation, but such systems have almost always failed. Efficient business methods must be used by the co-operative elevators to build stability and loyalty among patrons, and an institution must be sound if it is to gain loyal patrons.

When we try to fix the price of one commodity over and above the natural balance between it and other commodities we throw the trade balance out of line. This soon reflects itself in production balance being out of order, and brings about more harm than good. Natural balances must be maintained between commodities.

One of the principal things from which we suffer is the failure of retail prices immediately to reflect lowered scales to the producers. This slows up the movement of commodities along natural trade channels.

**R. K. BLISS**, Ames, director Extension Service, talked at greater length on trade balances and supply and demand. He said: **REDUCED CONSUMPTION LOWERS PRICE**

When laboring classes are out of work there is a quick reaction in the prices of foodstuffs. The laboring classes in industrial circles are the greatest consumers of the farmers' products. When labor income is reduced consumption is reduced and surpluses pile up in the country, bringing with them low prices.

Normally short crops bring high prices. But this is only true if consumption remains normal. Production of farm commodities this past year has been 5% less than the year before. Yet the prices on those products have dropped 28% below the level of the previous year.

We need cleared trade channels which immediately reflect prices paid the farmers. Then the reduced buying power of laboring classes will continue to be able to absorb the products of the farm and the heavy surpluses are reduced.

**CLEAN SEED:** Elevators should consider it their duty to give close attention to production in their communities. Such things as furnishing clean seed at low cost and furnishing varieties which produce most effectively in the communities where they are located have an important effect on the prosperity of the communities. Elevator managers should take special interest in promoting the welfare of the communities.

**T. P. SMITH**, Omaha, ass't Collector of Internal Revenue, talked on the income tax as affecting farmers elevators, stressing the importance of keeping accurate records so that all information necessary for compiling income tax reports could be readily obtained.

Of prime importance in getting exemption is the necessity for doing 50% or more of the business with members of the co-operative institution.

**REUBEN A. HOLMAN**, Rockwell, talked on his intention of compiling a history of the co-operative movement in Iowa.

Adjourned to 2 p. m.

### Wednesday Morning Managers Session

Members of the Farmers Elevator Service Co. and managers met in the Coffee Room, at the Hotel Hanford, Wednesday morning, for discussion of problems of management. Pres. Gayle Snedecor, George, presided.

**E. L. KREGER**, Ralston, manager, talked on the Service company brand, "Felco," for use on practically all of the products the organization handles, and going into some detail on the support given the organization's feed grinding and mixing program by the University of Iowa.

**CARL N. KENNEDY**, Ass't Sec'y of Agriculture, repeated much of the talk he made before the general gathering at the Armory the previous afternoon.

In the discussions following Mr. Kennedy's talk, reference was made to installations of feed mixers and the use of candied copra meal as a sweetening ingredient was looked upon with favor, because of its free mixing qualities. No favoritism was expressed on types of mixers, both the horizontal and the vertical types being considered good.

**GAS AND OIL** was looked upon as a profitable sideline, whether it was conducted as a department of the farmers elevator or handled in a separate company. Accounts on gas and oil, however, should not be confused with elevator accounts. The book-keeping should be separate.

**POWER RATES** of the same power company were shown to vary in different towns, even neighboring towns, which works a competitive hardship on feed grinding units. Attrition mills must pay from 25% to 30% of their income for power; hammer mills require one-third of their income for power.

Power costs were looked upon as being too high, lower charges would enable feed grinding units to give the farmers lower rates and better meet the competition of portable mills.

**RAILROAD CLAIMS** are given little attention by the elevators, discussion proved. Most managers have found it pays to turn their claims over to collection agencies that are familiar with railroad methods and are in better position to collect. Often on grain claims the manager leaves collection to his commission firm, and on coal claims refers collection to the company from which he buys his coal.

At a closed business meeting Tuesday afternoon all officers of the Farmers Elevator Service Co. were re-elected. Farmers elevator managers who are directors are Gayle Snedecor, George; J. A. Seward, Sheldon; M. C. Stark, Luther; A. G. Holcomb, Hanlontown; J. L. Miller, Havelock; A. B. Traeder, Odebolt; D. H. Keith, Goldfield; H. B. Booknau, Malcom; F. J. Thomson, Swea City. Officers are Gayle Snedecor, pres.; Oscar Helene, vice-pres.; M. C. Stark, sec'y-treas.

### Wednesday Afternoon Session

The fourth session, over which Vice-pres. Criswell, presided, was opened in the Armory Wednesday afternoon with community singing led by A. H. Runcie.

**JUDGE HENDERSON**, Commerce Counsel, Des Moines, discussed grain rates, with particular reference to I. C. C. docket 17000 and its effect on Iowa. Wheat rates



from Iowa, he said, are now about 40% higher than they were in June of 1918 and the rates on corn and oats are proportionate, tho the differential between wheat and coarse grain rates in effect at that time has been maintained.

The order of the Interstate Commerce Commission to be effected on April 1 of this year, will put wheat and coarse grains on a rate parity. The scale as now set places Iowa in the lowest distance scale of any of the territories covered by the order.

L. A. FITZ, Chicago, Grain Futures Administration, talked on the activities of his department, explaining records kept on futures trading and their purposes.

THOS. McMANUS, Dougherty, 1st pres. of the ass'n, gave a historical recital of the farmers elevator movement in Iowa.

GAYLE SNEDECOR of the Farmers Elevator Service Co., replaced Vice-pres. Criswell on the platform for the managers portion of the program.

E. L. KREGER, manager of the Farmers Elevator Service Co., gave a recapitulation of the activities of his organization.

REX BERESFORD, Extension Service, Ames, talked on "Feeds and Feeding." His talk is given elsewhere in this number.

Adjourned to Thursday morning.

### Banquet

A banquet was conducted in the gymnasium of the local Y. M. C. A. Wednesday night, at which about 450 were present. Entertainment and group singing was conducted by the Rusty Hinge Quartette.

Toastmaster W. E. Hall called on Pres. Frederickson of the Minnesota Ass'n, L. A. Fitz, W. McArthur, and F. S. Betz, for brief talks.

DR. A. RAYMOND GRANT, pastor M. E. Church, Vinton, made the address of the evening, discussing the fine art of living together. He urged his audience to do independent thinking and gauge action accordingly.

### Thursday Morning Session

The fifth session, held in the Armory, opened Thursday morning with community singing led by Dr. Raymond F. Kunz.

JOE ANDERSON, Thompson, expressed as his opinion that the farmers elevator movement had not taken advantage of its opportunities when the federal Farm Board was created and a fund appropriated for furthering the co-operative system. Co-operatives left all action to the Farm Board, and it had many things to learn and many mistakes to make.

**EQUALIZATION FEE:** The failure of the Farm Board to meet expectations Mr. Anderson looked upon as proof that the McNary-Haugen bill and the equalization fee principle should have been employed.

Farmers elevators, instead of being opportunists and taking advantage of the government's willingness to help, had waited for the government to start the building. After the building they waited for the government to put the roof on the structure. The Farm Board and its actions looked like an air castle, thought Mr. Anderson, and is likely to come tumbling down. It is only possible to go so far with price fixing measures before a reaction from the buying public starts.

F. S. BETZ, Chicago, urged the farmers elevators to maintain their independence and develop on their own foundation. He stressed the importance of sound and adequate financing. Even the U. S. government, he said, is not going to make loans when the financial structure of an institution is unsound.

SEC'Y THOMPSON read the report of the Farmers National Co-operative Elevator Mutual Insurance Ass'n and the minutes of the last convention, both of which were adopted.

### BY-LAWS COM'ITE REPORT

OSCAR HELINE, reporting for the By-Laws Com'ite, told that articles of incorporation had been filed and issued on July 1 of last year. This was done to make valid the auditing department of the ass'n, because the state law had been changed so that no organization under co-operative law had right to do auditing unless it employed certified public accountants. The articles of incorporation and the by-laws were accordingly being presented that the action of the officers might be ratified.

MR. DUNN offered objection, saying that he had investigated and learned that two sets of articles of incorporation had been prepared, one for the ass'n and one for the auditing department alone. If the auditing department could not be run without the ass'n being incorporated, why were two such sets of articles prepared? He was not convinced that the auditing department could not be run under co-operative law, therefore he moved that the report be rejected and the members vote on acceptance of articles of incorporation and by-laws from a fresh start. This move to prevent ratification of the action of the officers, would make a fresh start necessary, throwing out of office all of the directors and making it necessary to re-elect for each of the nine districts.

Mr. Dunn's move carried, and the articles of incorporation were adopted. These were so prepared as to permit the ass'n to buy and sell grain and supplies, handle claims, corporate matters and generally serve the farmers elevators. Nine directors, of which three would be elected each year after the first general election of nine, was provided for and the Board given authority to fill vacancies until the following election.

The auditing com'ite report was adopted. The resolutions com'ite report was adopted. Most important was the statement of policy regarding the Agricultural Marketing Act, which follows:

#### MAINTAIN INDEPENDENCE

WHEREAS since the farmers elevators of Iowa have been instrumental in setting the price in the local markets, they have every desire to have a part in determining the price at which grain shall be sold in the terminal market, therefore be it

RESOLVED that this Farmers Grain Dealers Ass'n in convention assembled, recommends to the local elevators that they sustain the marketing act in so far as they can do so and maintain their integrity and independence.

Other resolutions voiced support of the bill now before Congress to regulate trade in grain futures on recognized Boards of Trade; protested proposed increases in freight rates on grain on grounds of discrimination; and expressed appreciation to speakers and hosts for their part in the convention.

**OFFICERS:** All of the directors except Mr. Cottington were re-elected, some of them by narrow margins of one vote in their respective districts. Those placed in office are Henry DeGroot, Orange City, Dist. 1; Oscar Heline, Marcus, Dist. 2; N. K. Anderson, Thompson, Dist. 3; E. G. Dunn, Mason City, Dist. 4; Lenhard Holden, Ottosen, Dist. 5; J. C. Riedesel, Glidden, Dist. 6; Harry Sumner, Clarion, Dist. 7; W. S. Criswell, Luther, Dist. 8; Wm. Niebuhr, Blairstown, Dist. 9.

Adjourned *sine die*.

At directors meeting following closing of the convention Oscar Heline was chosen to replace S. J. Cottington as Pres. Other of-

ficers were continued. They are W. S. Criswell, vice-pres.; J. C. Riedesel, treas.; and W. H. Thompson, sec'y.

### Exhibits at Mason City

**MACHINERY** men, builders and supply men had exhibits. Several of these were in booths at the Armory, many of the supply exhibits were in the Coffee Room at the Hotel Hanford. Others were in the rooms of the exhibitors.

THE BURTON CO. had a No. 15 Burton feed mixer on display in charge of P. T. Sullivan.

The Iowa Department of Agriculture had an automatic slide machine demonstrating its activities and distributed literature. It was in charge of Ass't Sec'y C. N. Kennedy.

THE GERBER METAL Works demonstrated a Double Distributor, blue-prints of installations, and a section of loading spouts. A. W. Gerber was in charge.

T. E. IBBERSON CO. displayed fotos of elevators it has built, and distributed "snappers." The booth was in charge of E. E. Ibberson, Fred Holtby, and Chas. P. Dressel.

CLOW-WINTER Mfrg. Co. had on display a spout-holder and a new loading-spout end section which scatters the grain and makes it load evenly. A. H. Beckhoff was in charge.

WATERLOO HULLER CO. had their latest oat huller with some of the covering removed to disclose the working parts. The display was in charge of W. C. Runft.

HANDY SACK Baler Co. demonstrated its feed mixer and its oat roll. S. C. Fulkerson and W. R. Fleming were in charge.

One booth was devoted to Golden King Seed Corn, handled by Wm. McArthur.

DARLING & CO. had an advertising booth on fertilizer in charge of Ray Baldrige.

John Morrell & Co. showed samples of by-products from the packing industry for use in feeds. The display was in charge of R. W. Wilkerson.

Bayer Semesan was represented by B. C. Gregory, co-operating in a display of field seeds, by Geo. P. Sexauer & Son. E. C. Clark, W. C. Hunt, L. J. Wald, A. A. Hoch and Geo. L. Kurtzweil represented the latter.

Continental Steel Corp., showed samples of fencing and steel posts. Samples of Columbia creosoted posts were also on display.

Pilot Brand oyster shell was displayed by the Shell Products Co.

Raven Feeds were displayed by the Raven Mfg. Co.

Plymouth Twine was represented by M. E. Nutt. Brantford Twine was demonstrated by A. R. Steenson Co. "Red Star" twine was shown by Hooven & Allison Twine Co.

Northrup-King & Co. had a display of field seeds.

NATIONAL OIL PRODUCTS CO., producers of "Nopco" fortified cod liver oil, was represented by A. V. Jay, western sales manager, who showed the Nopco motion picture film and addressed interested managers on the use of cod liver oil in feeding poultry and live stock.

P. T. Sullivan showed samples of Golden Seal yeast for poultry and animal feeding.

### Iowa Convention Notes

**MACHINERY** men and builders other than those who had displays included H. R. Miller, Omaha manager for Richardson Scale Co.; F. J. Conrad, Cedar Rapids; H. C. Madole; J. F. and Carl Younglove, of



Younglove Engineering Co.; Dale Newell, of Newell Constr. & Mchy. Co.; G. A. Brown of the Strong-Scott Mfg. Co.; and Elmer Headlee.

Edna Frye, Iowa's lady broker, came up from Ames.

Frank Cooley came from Fort Dodge.

OMAHA representatives included Ray Sage and Doyle Hart.

MILWAUKEE representatives included Frank Bell, Andy Anderson, and Harry Beatty.

BROKERS present included H. Pletch of Algona; Earl Stotts, Rockwell City; Chet Bulpitt, Fort Dodge; J. V. Bass, Marshalltown; Tom Walsh, Des Moines.

E. H. Rudloff represented Steen, Minn. Others from Minnesota included A. F. Nelson and Theo. Frederickson, sec'y and pres., respectively of the Minnesota Farmers Elevator Ass'n.

A portable oat huller and a portable hammer mill were on display near the Armory. The oat huller was in charge of Walter Carr; the Huron hammer mill was in charge of O. E. Warfield.

INSURANCE representatives included D. O. Milligan, sec'y of the Western Grain Dealers Mutual Fire Insurance Co.; and L. E. Wren of the Grain Dealers National Mutual Fire Insurance Co.

JAS. E. BENNETT & CO. had a room on the third floor of the hotel which was always filled with guests. Kenny Pierce, Lou Carpenter, Bob Swensen and S. A. Steensen were official entertainers.

LAMSON BROS. & CO. had Parlor B at the Hanford Hotel where it posted the markets and dispensed good cheer. Geo. E. Booth, A. G. Torkelson, M. J. S. Powell, A. M. Vorhes, B. E. Lane and Ernie Hansen were in charge.

CHICAGO representatives included Jos. Schmitz, Board of Trade Weighmaster; Jack Brennan and Walter Green of John E. Brennan Co.; Henry Rumsey and Mr. Ransom of Rumsey & Co.; Elmer Rice; Mr. Praeger; Charley May of J. H. Dole & Co.

CEDAR RAPIDS representatives included Leland Miller of North Iowa Grain Co.; C. E. Carpenter and Chet Davis of Cedar Rapids Grain Co.; Steve Wilder and Tudor Wilder; Walter Musker and Mr. Holland and federal grain supervisor V. A. Dabinett.

John Morrell & Co. had the 5-passenger cabin plane of its officials at the air-port and its pilot took convention delegates up in the air. For many it was their first ride. The company furnished a car for transportation from the hotel to the air-port and made round trips every twenty minutes.

**Managers of country elevators** in attendance were: C. E. DeVries, Aurelia; Jas. Elder and Fred G. Pooch, Algona; A. Stewardson, Arthur; Phil Ritter, Aredale; G. Larson, Albert City; D. T. Hoxmier, Alton; A. Umhoefer, Ashton; Al Froning, Allison; August Carstens, Ackley; Mr. Luppen, Applington; Thos. Koorman, Archer; L. H. Schlamp, Austinville;

Chas. Barnes, Blencoe; Mr. Nicholson, Blairsburg; Chas. Castle, Brett; Nick Schuwer, Bremer; M. Wood, Burchinal; W. Lowry, Boxholm; W. C. Walker, Bode; Art Allen, Boone; G. C. Brickey, Britt; John E. Pederson, Blairstown; Geo. Elder, Belmont; W. A. Murray, Bancroft;

Albert Rustebakke, Callender; J. Brakke, Cylinder; Robert Jack, Colo.; W. J. Darland, Clemons; J. Olson, Clarion; Chris Hansen, Coulter, Chris Adams, Cartersville; H. Royenga, Chapin; G. H. Jackman, Clear Lake; G. W. Ruth, Churdan;

Ernie Larson, Dayton; F. J. Baker, Dougherty; L. L. Mortimer, Dallas Center; M. Martinuson, and August Froning, Dike; O. V. Critz, Emmetsburg; Wm. Kuehl, Eldridge; Chas. Knudson, Industry, Ft. Dodge p. o.; Chas. Weisbrod, Fenton; W. C. Lingren, Forest City;

Dave Keith, Goldfield; Wm. Flannery, Guthrie Center; A. J. Graham, Gilbert; Ed. Brewer, Gowrie; J. C. Riedesel, Glidden; Mr.

Sampson and H. Jenks, Gilman; G. F. Neel, Gilmore City;

D. K. Hopkins, Galt; H. L. Swanson, Garden City; Gayle Snedecor, George; G. A. Nack, Grafton; A. J. Nelson, Galva; Mr. Klock, Geneva; F. Steiff, Garner; W. J. Lynch, Green Mountain; Tom Berryman, Granger;

Chas. Holland, Hardy; O. D. Harrison, Hinton; A. Holcomb, Hanlontown; J. L. Miller, Havelock; J. O. Anderson, Holmes; E. A. Fuller, Hubbard; Mr. Mullen, Hutchins; Tom Pfund, Hawkeye; R. G. Rice, Harcourt; M. McNie, Hampton; Hugo Miche, Holstein; J. Gamberdinger, Jr., Hull; C. C. Green, Iowa Falls;

Art Kalseim, Jewell; Chas. Strong, Jolley; F. Milligan, Jefferson; Bert Sniffin, Kamrar; Jack Johnson, Kanawha;

V. C. Burke, Lidderdale; Archie Sanford, LuVerne; M. C. Stark, Luther; A. C. Bennett, Livermore; O. Askildson, Leland; M. H. Barker, Little Cedar; A. S. Johnson, Laurens; A. Larson, Lake Mills; Paul Vetter, Lake Park; T. G. Hansen and J. Cody, Moorland; H. Booknau, Malcom; Harley Ward, Mallard; J. F. Campbell, Marathon; H. Oatman, Manly; H. R. Stock, Morrison; Jess Thompson, McCallsburg; Ralph Hartsock, Modale; M. Case, Manson; Ray Miner, Meriden; J. A. Hui-bregste, Matlock;

J. H. McCarol, Newburg; Chas. Dinsmore, Nora Springs; H. H. Douglas, Northwood; Edgar Jacobson, Ottosen; Karl Schmidt, Osage; Carl Oelrich, Orange City; A. B. Traeder, Odebolt;

Wm. H. Weigert, Palmer; D. Forbes, Pier-son; John Berogan, Polk City; Geo. Rohwer, Paulina; F. A. Koenig, Pocahontas; Pete Greenfield, Palm Grove; A. J. Froning, Parkersburg; H. Fitzgerald, Plover; Otto Zierke, Rockwell City; H. Strahorn, Rockwell; Earl Tongate, Rembrandt; E. J. Campbell, Rockwell; Phil Underwood, Ringstead; P. L. Jarvis, Radcliffe; Ben Knudson, Roland; G. A. Null, Remsen;

S. D. Fleming, Spencer; Frank Byers, Sergeant Bluffs; W. E. Storck, Sheffield; Wm. Pitzen, Staceyville; J. C. Broughton, Sibley; Chas. Corr, Salix; Fred Helmers, Stout; H. Thorson, Somers; L. O. Jacobson, Story City; Tom McElwain, Sloan; M. W. Westrum, Scarville; F. J. Thompson, Swea City; Sam Eastlack, Schaller;

M. H. Pothoven, Taintor; E. O. Slack, Titonka; B. O. Sweet, Thornton; T. S. Rogdo, Thor; F. L. Anderson, Terril; H. Lathrop, Thompson; W. J. Leonard, Ventura; E. Mullins, Voorhies; W. F. Finch, Woolstock; Henry Kunz, Wesley; Ben Paustian, Walcott; Carl Streeter, Whiting.

### Death of M. D. Benzaquin

Matthew D. Benzaquin, for many years a well known and popular broker at Boston, Mass., died Jan. 21 at his home in West Newton, unexpectedly, from hemorrhage of the brain.

He has been active in the work of the Grain & Feed Dealers National Ass'n and at the time of his death was a member of



M. D. Benzaquin, Boston, Mass., Deceased

its com'te on uniform grades. He was a member of the grain com'te of the Boston Grain & Flour Exchange, and a member of the Chicago Board of Trade.

He was 52 years of age, and is survived by the widow and two children. Business on the Grain & Flour Exchange was suspended Jan. 23 as a mark of respect and many members of the Exchange attended the funeral services. His business is being continued by his brother, Albert.

**Farm Bankruptcies** during the fiscal year ended June 30, 1930, declined 10 per cent from the number reported for 1929, according to the U. S. D. A., being 7.4% of all bankruptcies, against 8.7% in 1929.

### Enlarged Elevator "E" at Milwaukee

The storage capacity of Elevator "E" at Milwaukee, Wis., owned by the Chicago, Milwaukee, St. Paul & Pacific Railroad Co., has recently been increased by the construction of two annexes, one at each end of the pre-existing plant, to provide storage room for 3,063,000 bus. of grain.

The wooden working house having burned in June, 1924, a concrete working house was erected in 1926 and 1927 to serve the 21 concrete tanks undamaged by the fire. This working house is 70x80 ft., and 200 ft. high, with 28 rectangular bins of 210,000 bus. capacity. At the same time 15 additional storage tanks were constructed, adding 460,000 bus. to the 650,000 bus. storage in the old tanks.

The present plant comprises the 36 old tanks and 24 new bins 29 ft. 9 ins. in diameter by 100 ft. high, working house, bleacher tower and transformer room, with an over all length of 800 ft., against 430 ft. for the old plant as shown on outside front cover.

One of the new annexes, 70x122 ft., comprises 8 round bins with 5 interstice bins; and the other new annex 70x247 ft., comprises 16 round bins and 9 interstice bins. The rows of bins are separated 4 feet, increasing the size of the interstice bins. The bin walls are 8 inches thick. The tanks are of reinforced concrete construction thruout, including the conveyor cupolas above the bins. All of the interspace bin bottoms are hoppers for self-cleaning but the circular bins have flat bottoms.

A Zeleny Thermometer System was provided for each of the storage units and the entire storage both old and new is now so equipped.

Traveling automatic shoveling machines are provided in the drawoff tunnels to facilitate the emptying of the flat bottom bins. Each set of bins has a 54-in. rubber belt conveyor for reclaiming the grain. These conveyors are contained in tunnels running the full length of the storage and arranged so that they can receive the grain from the automatic shovels and discharge to either one of two belts underneath the older storage units or the stream may be divided and a portion sent to each belt, thereby utilizing the new belt to its full capacity.

Over each storage annex there is provided a 42-in. rubber belt conveyor with traveling trippers for distributing the grain to the various bins. Each of these belts is so arranged that it receives its grain from two belts over the older storage.

The smaller unit of storage at the west end was built on piles that supported the original wood elevator and it was necessary to remove the old stone footings as well as to blast out concrete engine foundations that occupied part of the site. The larger unit at the east end was built on pile foundations that had to be driven new. It required some 2400 piles to support the structure. These piles were Washington fir 60 ft. long and were shipped in from the Pacific Coast.

The plant is electrified thruout with individual motors for the various machines, elevator legs and conveyors.

The smokestack which shows above the tanks at the west storage is from the original steam plant which is now being used to serve the driers.

The plant is operated under lease by the Cargill Grain Co., with L. N. Cote as superintendent.

The silent chain drives were supplied by the Link-Belt Co.

The two storage annexes were designed and constructed by the James Stewart Corporation, under the supervision of C. F. Loweth, chief engineer of the railroad company.



## North Dakota Farmers Denounce Storing and 70% Loans

[Continued from page 161]

storage tickets then the law makes it mandatory that he pay up at once. This unreasonable requirement should be changed at once."

E. O. JOHNSON, Bismarck, chief elevator accountant of the Board of Railroad Commission, touched upon the matter of price discrimination, stating that the Attorney General's office must handle such cases.

J. P. MILLOY, Greater North Dakota Ass'n, spoke on "Industrial Development of Our State," demonstrating that progress is being made.

The second business session then adjourned and the assembly split up into dozens of private dinner parties, joining again at the High School basketball game against Bismarck.

## Wednesday Morning Managers' Session

The Grainmen's Band of 15 pieces led the delegation of 250 to the Auditorium for the third business session.

MISS ERICKSON, assistant to Sec'y Lee, following a series of announcements by the latter, introduced Mrs. J. S. Burgum of Arthur, first white child born in Bismarck, who gave some interesting reminiscences of pioneer days.

L. S. BURGUM, Arthur, took charge of the following program for the Managers, introducing

E. G. BOOTH, State College, Fargo, who spoke on "Better Seeds," which is published elsewhere.

CHAIRMAN BURGUM brought up the matter of smutty wheat, asking all those who properly discount smutty wheat to arise. No one arose.

Competition was attributed to be the cause, it being charged that the operators take the premium due for good wheat and pay it for lower grades to get the desired volume of business, then they pray they'll come out all right. This situation naturally discourages breeding hybrid strains of certified wheat. A program to rectify this condition was requested.

The matter of combines, which are coming into popular use, and the practicability of combining various strains mentioned by Dr. Booth, were discussed. In answering, Dr. Booth pleaded for a more general treatment of seed wheat with formaldehyde, or better yet, Copper-Carbonate. "The gas treatment is generally unsatisfactory," he concluded.

Where treatment of seed wheat is done with Copper-Carbonate or Ceresan, a speaker testified from the floor, no discount is necessary, for there will be no smut. Using formaldehyde is a gamble, he stated.

"Charge for treating seed!" was the expressed sentiment of the audience. "And if you don't do the treating yourself then stock and push sales of the material," Chairman Burgum pleaded, in concluding the morning's session.

## Wednesday Afternoon Independents' Session

The Grainmen's Band, now of 20 pieces, again led the procession of 300 from the busy hotel to the Auditorium, where several musical offerings again opened the meeting.

TOM E. GOULDING, Edmore, presiding, called the fourth business session to order, first dwelling on the business conditions leading up to the formation of this Independent's Division, reading the resolution adopted by this branch when organizing on March 28, 1930.

Independent dealers, during the pegging of wheat prices, were able to organize so-

called shipping associations among their patrons, and thereby survive, he began, in outlining the work accomplished by this group in protecting their patrons. An expression of the wishes of this division as to continuing as a separate unit brought forth the thought that the necessity of maintaining same had passed. This expression was challenged and after much interesting discussion was, by motion, unanimously voted down, so the Independent's Division will continue its existence, but become entirely inactive until such time as their executive board deems it advisable to come together.

SEC'Y LEE announced that the warehouse and fidelity bond department of the association had started to lose money and discussion was opened by A. E. Adams, agent, on ways and means of reducing risks, premiums and losses. He inferred greater honesty was essential to their continuing to underwrite these risks.

"Carelessness and incompetency of managers and directors are largely responsible for the number of claims filed during the rush movement," it was testified. Do not estimate the amount of grain in a car, know how much is there. The same applies all along the line.

If all the grain paid for by railroads were lost in transit, the carrier's rails would virtually and literally be laid on grain instead of cinders and stone.

It developed that losses sustained would almost completely eclipse the premiums paid in, and no business can operate on such a basis.

## Credit Corporation to Deal in Storage Tickets?

SEC'Y LEE opened the subject of "Would the Formation of a Credit Corporation to Deal in Storage Tickets through Intermediate Credit Bank Be Advisable?" stating nothing has been developed in this particular field, although the Intermediate Credit Bank welcomed the idea.

"Making advances on storage tickets is a deplorable practice almost invariably leading to difficulties," he said, "but competition of line elevator companies and Farm Board set-up elevators, who advertise they will advance 75% of the face of the storage tickets and pay interest on the unpaid balances, has forced consideration of some measure which will enable other types of elevator organizations successfully to compete."

It was demanded from the floor that the association go definitely on record against the greedy and self-centered Farm Board set-ups to prevent such actions in the future, testimony being offered to prove that the farmers lose every time by storing. "It is wrong, harmful, and materially reduces the farmer's income every time he holds his crop or stores it. In time the interest and storage charges eat up the balance due," one said.

"I asked my representative to make storing grain for farmers a felony," another testified, unselfishly overlooking his own interests in the matter.

"The farmers have too much credit now," another said, followed by considerable applause, "that's their trouble now."

"It would help farmers more than any other means," still another delegate related, "if they could not get a dime's credit. Let the bankers lend money. The elevator men should start on the cash basis now!"

One of statistical trends testified that the farmer would be at least 30% richer if he sold his grain every year at harvest time.

Another said one of his farmer patrons had stored every crop since 1924 and had less than \$400 credit to show for all this work, storage charges being paid annually, of course, in accordance with the statutes.

Another said that in his 16 years experi-

ence in the grain business he had never stored a pound for the farmers and refused to lend money on crops, and that as a consequence he has built up a gratifying and substantial business in face of stiff competition who did store and lend money. The farmers get fed up on it.

No change in the present storage rates or in the act itself are anticipated, it was report from the Legislative headquarters at Bismarck.

SEC'Y LEE next brought up the proposition of receipts and disbursements of the Board of Railroad Commissioners. "Elevators pay \$34,000 bi-annually for licenses, but only \$26,000 is spent in supervision. We should demand that it all be used."

"We should do some lobbying," a delegate intimately acquainted with conditions at Bismarck testified. "We're the only industry who doesn't. Cy Thatcher of St. Paul came nearly being successful with a measure he wanted put through which would have closed every independent elevator in the state. We can't let that go on."

In conclusion, Sec. Lee stated that book audits in the future should not be considered as worth while, but that audits should be made on the basis of scale tickets outstanding.

"Another thing," he concluded, "make everyone receiving anything from the elevator, such as feed, coal, flour, seed, salt, etc., SIGN A RECEIPT and file that away carefully in case of argument at time of collection. It also helps an auditor or a succeeding manager to check up."

Tickets obtained at time of registration called for a boxing exhibition, followed by a Midnight Show at one of the theaters. The entertainment features are certainly unstintingly provided at these North Dakota conventions and surely attract many additional delegates.

## Thursday Morning Session

Only the commodious high school auditorium was large enough for the mixed crowd of delegates, students and townspeople, some 3,500 attending the fifth business session, called to order again by Pres. Thompson.

RALPH BUDD, president of the Great Northern Ry., spoke on the "Industrialization of Russia," dwelling principally on transportation problems.

As to the raising and handling of wheat, Mr. Budd said Russia was a flat country, thus making cultivation easy. Diversification is becoming more general, a large shipment of pedigreed pigs being recently imported from the U. S. A. to improve blood strains.

The rapid industrialization at terminal points has caused great congestion in population and freight handling facilities. They have belt lines to keep "through" freight out of town, however, and all crossings of rails are separated by being elevated one above the other (because of few cars with brakes), and these two factors do speed up movements.

Russia formerly had 30 railways, but consolidations have cut that figure to 22, and in time there will probably be less than half of that number.

The Ukraine district is now the prime grain growing area. Agriculture is being "mechanized," to produce more per unit area and to release workers for industrial jobs. Collective farming, where many farmers throw in their land to be cultivated on a large scale, is quite general. Congested population in the agricultural areas is one of their most serious problems, as there is not enough tillable soil for each individual to raise his entire needs.

"On one side of the train one sees the most primitive harvesting methods, and on the other side one sees huge combines and trucks."



Contrasted with these collective farms are the larger state farms and the tiny 3-7 acre individual plots, the latter of which are naturally intensely cultivated.

The only food products which are easily obtainable are those of a perishable nature which are not easily or profitably exportable.

The population is really and truly sacrificing everything for the sole purpose of establishing credit through sales outside of the country, and their wheat raising program is the primary step in this direction.

The rivers carry a greater volume of traffic by three or four times than that over the rails of the busiest railroad in this country.

Mr. Budd's talk was interestingly interspersed with dozens of humorous incidents. The 5-year plan, he concluded, may or may not be successful. It is impossible to tell what 155 million backward and primitive people can or will do. Their low level of living is being raised. Migration of population to the cities will continue to boost their standards.

Wheat production is certain to be increased tremendously. The agricultural mechanization is away ahead of that of industries. The other side of this picture is the fact that they consume only 2 bushels of wheat per capita, and probably the raising of their living standards will increase the per capita consumption to somewhere near our own 5 bushels per capita consumption, and thus not make their large crop such a burden on the market or place it so much in competition with our own as one might naturally imagine, he ended amid tremendous applause.

#### Thursday Afternoon Session

The sixth and last business session was attended by about 400, starting with selections by the Grainmen's band.

PRES. THOMPSON, introduced E. J. Coleman, district manager of the Northwest Regional Shippers Advisory Board, who briefly outlined the work accomplished in preventing embargos, and then read the percentages of storage space filled at principal terminal points in the country. He asked for every shipper's whole-hearted co-operation in the future to prevent embargoes and to avoid paying of demurrage because of congestion. "There are two peak movements in an average shipping year," he concluded, "a major one at harvest time and a minor one after the first general freeze. This year we are having two minor peak movements. As long as this present peak is a minor one there is no congestion likely."

Ralph Gunkleman, Fargo grain and seedsman, has just been appointed general chairman of this Board, the highest honor awarded any one, it was announced, and Sec'y Lee and a director of the Association hold positions on the executive board.

H. A. McNEILL, president of the Brandon (Manitoba, Canada) Board of Trade, one of a delegation of 11, invited the 1932 convention to meet with them "in joint sessions to discuss problems common to us both and to exchange ideas." Brandon, known as the "wheat city" for 45 years, was at one time the largest shipper of grain in the world. "The two countries should co-operate more closely," he concluded, "just as we used to during the first 100 years. It is best accomplished by mingling with one another."

W. G. Oglesby, Brandon alderman, and O. G. Buckingham, retiring president of the Brandon Board of Trade, backed up the invitation with word pictures on the diversification taking place in Manitoba, and of the new Port Churchill terminal grain elevator to be opened on Hudsons Bay in the next 60 days.

Devils Lake and Bismarck also invited the organization to meet with them in 1932, each representative advancing his style of humor to further the cause.

The executive session was next called to order.

#### ELECTION OF OFFICERS

Chas. H. Conaway, Starkweather, president-elect; Matt Bayer, Regent; Howard Roe, Windsor; and J. H. Buchanan of Buchanan, were the new directors appointed. L. S. Burgum, Arthur, is the new vice president; and Deacon "Pedro" A. Lee, the sec'y-treas.

The Executive Com'te is, this term, made up of Messrs. Conaway, Burgum, and Mares of Embden.

Bismarck, given the plurality in the straw vote taken in the afternoon, was awarded the 1932 convention by the directors.

#### RESOLUTIONS ADOPTED

The following resolutions were adopted by the Board of Directors, in the long evening session, following which meeting the convention was adjourned, *sine die*:

To the members of the Farmers Grain Dealers Ass'n of North Dakota. Greetings:

##### Declaration of Purpose

We, the members of this Committee on Resolutions, believe it again necessary to interpret the original purpose to be carried out by this association. Enough has been brought to our attention to lead us to believe that we have strayed far afield in our anxiety to serve our members. We have lost the respect of a great many of our members through no conscious fault of our own but rather through circumstances over which we have little or no control. It is the hope and desire of the officers of this Association that we may regain lost confidence and add many new members to our ranks by a plain statement of the facts of our existence.

We do not believe that any member is entitled to more consideration than any other members. We are not interested in the private business of any member of this Ass'n, only to the extent that his trouble becomes a common ailment, affecting us all and we believe the association was intended originally to provide a means of collective action on any question affecting the rights or privileges of its members with the end in view that they might enjoy a prosperous business existence.

##### Appreciation and Thanks

We wish to extend greetings, as well as thanks, to the good people of Minot and hope that it may be again possible for us to visit you and your city and partake of its generous hospitality.

We wish to express our appreciation for the splendid music furnished by our own Grainmen's Band and hope to have them with us as long as we are in existence.

We also wish to show our respect and appreciation for those who have appeared on our program and hope that they may again be with us at future conventions.

We also wish to show our appreciation for the efforts of our President, Mr. Thompson, and directors, as well as those of our genial secretary, Mr. Lee, to make a success of this convention and assure them that their efforts have not been in vain.

##### Ass'n Shall Make No Contracts

BE IT RESOLVED that this association be not permitted to enter into any contract with any firm, company, etc., to handle for profit any commodity or engage in any business in competition directly or indirectly with any member of this ass'n: be it further resolved that this Resolution does not in any way affect the operations of the Association's present bonding department.

##### Oppose Any System of Trucks

RESOLVED that we recognize the need for adequate transportation facilities, that we believe is vital to our interests as grain dealers and producers. We are conscious of the fact that our railroads which lead into this state are the most dependable means of transportation we have and are opposed to any system of trucks or other vehicles operating in competition with the above mentioned carriers to their injury believing that this will in case of injury lead up to a just demand for a higher freight rate to the detriment of every producer in the State.

##### Deplore Storing and Borrowing

BE IT RESOLVED: That we, the directors and managers of the farmers elevator companies of North Dakota, deplore the fact that we have in North Dakota, two co-op-

eratives, so-called, namely, the Farmers Union, and the North Dakota-Montana Wheat Pool, who have in the past advised the farmers of North Dakota to store their grain and secure the seventy per cent loan value thereon—this action and propaganda was for no other purpose than to secure the commission on the grain with the premium of one and one-half per cent interest on the money received from the Intermediate Credit Bank. This has cost the farmers of North Dakota, the past year, no less than \$12,000,000 and has cost, in addition to this, to the elevators shipping out this grain, a loss of four cents per bushel, or about one and a half millions more, in the loss on hedges.

We believe, at this time, that it is our duty to call attention to these facts, as to our care millions of dollars have been entrusted by the farmers of North Dakota, and this grain must be converted into cash by us before it can benefit anyone.

#### Convention Notes

GULF CRUSHING CO. displayed pure crushed oyster-shell in all forms and finenesses. H. H. Michener, in charge of the attractive display, distributed books of matches and "Profitable Facts" about feeding oyster shell.

R. R. HOWELL & CO. displayed their new spout-holder, among other elevator supplies, in the rooms of Lyle Feldman, sales manager, and Emil Frederickson, special representative.

RICHARDSON SCALE CO. was represented by Billy McCrum.

A CARTER DISC Big 3 and an Emerson No. 3, both attractively painted in aluminum, commanded attention. The spacious booth was in charge of Messrs. John Groseth, R. M. Rowe, Fred Schultz, J. A. McNamee, C. C. St. Cyr, Edward Miller, and T. Johnson.

W. S. NOTT CO., whose booth was in charge of L. Atherton and Ben Corcoran, displayed belting, sprocket-chain, fire extinguishers, rope and other general equipment used by grain elevator operators.

A SUPERIOR SEPARATOR No. 4, the big cylinder and disc cleaner combination, was effectively displayed to innumerable interested operators by C. C. Gray, Victor Olson, and H. L. Johnson.

JOHN HOGENSON represented Hogen Construction Co.

THE MILL MUTUALS were represented by H. M. Giles, M. B. Parsons, and G. H. Evans.

T. E. IBBERSON CO., elevator contractors, engineers, and designers, decorated their booth with photographs of elevators they have recently built. Earl E. Ibberson and C. G. Kiffe attended the attractive display and distributed clever "relief" cards and also snappers. "Kiffe" had the town plastered with signs reading "Kiffe is Here—You simply must come over!"

HICKOK CONSTRUCTION CO. displayed representative views of their elevator construction work, particular emphasis being stressed upon the minute details embodied in typical Hickok jobs. E. E. Jack Frost and George Hull attended the display.

CLOW-WINTER MFG. CO. was represented by Andy Rothgarn.

#### In Attendance

C. A. Aafedt, Berwick; Peter Ackerman, Kenaston; W. C. Adams, Coleharbor; John S. Aker, Michigan; Fred L. Allen, Deering; G. M. Allen, Grace City; Guy E. Almy, Noonan; Bert Amdahl, Carpio; A. B. Anderson, Hanks; Carl Anderson, Lostwood; C. J. Anderson, Landa; Aug. Arndt, Foxholm; J. C. Ashley, Kensal;

James Ballantyne, Westhope; Geo. Bang, Garske; A. M. Bannon, Mott; J. G. Battcher, Donnybrook; Matt Bayer, Regent; C. S. Beighle, Sawyer; E. B. Benson, Wellsburg; R. T. Berg, Burnstad; Otto Bergsgaard, Manfred; H. H. Blackstead, Verendrye; A. C. Bloom, Coteau; F. B. Boehn, Turtle Lake; Fred Borchert, Drake; Orel A. Boyum, Brocket; John Braaten, Nanson; L. F. Brady, Willow City; John Braget, Heimdal; H. M. Brasseth, Carbury; J. W. Brenner, Windsor;

[Continued on page 149]



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are welcome.

## CALIFORNIA

Petaluma, Cal.—The M. Vonsen Co.'s feed mill here burned recently; loss, \$10,000. Plans are being prepared for rebuilding it.

Los Angeles, Cal.—A membership in the Grain Exchange has been taken out by C. G. Flammer, representative of the Farmers National Grain Corp.

San Francisco, Cal.—The annual election of the Grain Trade Ass'n was held on Jan. 20, and the governing com'tee for the coming year chosen as follows: Herbert E. Frey, L. B. Hart, R. D. Joyce, E. R. Warren and F. A. Somers.

Los Angeles, Cal.—James I. Huffine, pres. of the Huffine Grain & Milling Co., of this city, and at one time in the grain business at Garland, Kan., and at Kansas City, Mo., died recently at his home in Long Beach, at the age of 68 years.

## CANADA

Shelburne, Ont.—Parker & Wilson's flour mill was damaged by fire, but principally by the water used to extinguish it, to the extent of \$30,000 recently.

Owen Sound, Ont.—The feed mill of the Dominion Linseed Oil Co., Ltd., burned on Feb. 2; loss, \$30,000 covered by insurance. The elevator, with 100,000 bus. of grain, and the cereal mill were saved.

Winnipeg, Man.—The Federal Grain Co., Ltd., recently appointed officers as follows: Pres., H. E. Sellers; vice-pres., A. Thomson; ass't treas., Russell Gage. T. H. Rathjen was elected to the board of directors.

Milverton, Ont.—The Pfeffer Milling Co., Ltd., plant has been equipped for the manufacture of feeds and is now in operation, after having been closed for several months. The flour mill department will be overhauled.

Galt, Ont.—The Galt Flour Mills Co. plant, which has been idle for several months, has been purchased by the Hecker H-O Co., Ltd., and will be remodeled for the manufacture of cereals, operation to be started this spring.

Iron Springs, Alta.—Three elevators, those of the Alberta Pool Elvtrs., the Alberta Pacific Grain Co. and the Ellison Milling & Elvtr. Co., and 50,000 bus. of wheat burned here in one fire late in January; loss estimated at \$100,000.

Oakwood, Ont.—Hogg & Lytle, of Oakwood, will soon enter business as a feed mill, replacing Wilfred Hooper's mill at Little Britain (in the Oakwood district), which burned recently, as reported in the last number of the Journals.

Montreal, Que.—The annual meeting of the Corn Exchange was held on Jan. 28, at which time Guy D. Roberts was re-elected pres.; H. C. Moore was elected treas., succeeding Harold W. Corrigan; com'tee of management, K. R. Ayer, B. J. Bolan, C. S. Gowans, M. J. Gratton, R. Hume, E. C. Morris, E. Turgeon. All were elected by acclamation.

## COLORADO

Denver, Colo.—A carload of beans has been distributed to drouth sufferers in Arkansas by the Rocky Mountain Bean Dealers Ass'n.

Denver, Colo.—The old plant of the Eagle Flour Mills, subsidiary of the Colorado Milling & Elvtr. Co., which had been dismantled and used only as a warehouse after the erection of the company's new plant, was gutted by fire on Feb. 1. This was one of the oldest mills in this section of the country.

Longmont, Colo.—Wheaco Cereals, Inc., of Denver, has purchased the Longs Peak Milling & Elvtr. Co.'s plant here, primarily for the manufacture of the company's breakfast food, but plans also to make rolled oats, wheat flakes and corn flakes, and will continue buying grain and will embark in the feed business on a large scale. It is contemplated to install mixers and grinders soon, also additional new equipment for the manufacture of cereals. The company's plant in Denver has been operating day and night, and it was deemed necessary to have another plant. The new concern, which is expected to employ 50 persons when it gets under full steam, will be managed and operated by Harry Morris, head of the Wheaco Co., and H. C. Faderson, also of Denver, has been employed to manage the grain and feed department.

## ILLINOIS

Saybrook, Ill.—The elevator of A. B. Thompson burned on Feb. 4.

Joliet, Ill.—A fine new office has just been completed by the Farmers Elvtr. Co.

Mt. Pulaski, Ill.—A hammer mill is being installed by the Mt. Pulaski Farmers Grain & Elvtr. Co.

Eureka, Ill.—Joseph Leman, manager of the Eureka Farmers Co-op. Ass'n, was married recently.

Dwight, Ill.—We have installed a new all-steel truck lift.—P. G. Klein, Farmers Co-op. Elvtr. Co.

Carlock, Ill.—The Carlock Farmers Elvtr. Co. has decided to increase its capital stock from \$8,000 to \$18,000.

Fairfax, Ill.—The mill structure of the Johnson-Catlett Milling Co., a feed grinding plant, burned on Jan. 20.

Green Oak, (Ohio p. o.), Ill.—The local elevator has been purchased by Glenn Steele, who will take possession Mar. 1.

Standard, Ill.—Both the elevator and the office building of the Co-op. Grain & Supply Co. have been treated to a new coat of paint.

Hudson, Ill.—Roy Taylor, owner and operator of the south elevator here, has taken over E. J. Finley's elevator and will operate it also.

Morton, Ill.—We are re-organizing our elevator and changing the name from Farmers Grain & Livestock Co. to Farmers Co-op. Grain & Coal Co.—Joe Hauter.

Franklin Grove, Ill.—I have purchased the former H. W. Dysart & Sons Elvtr. at Franklin Grove.—R. E. Jacobs, formerly manager for the Triumph Co-op. Co. at Triumph, Ill.

Macomb, Ill.—H. L. Mummert, former manager of the Industry Co-op. Co.'s elevator at Industry, Ill., has been appointed manager of the Farmers Elvtr. Co.'s elevator at this point.

Champaign, Ill.—The regular monthly meeting of the grain trade of this territory was scheduled to be held at the Inman Hotel, Feb. 10, at 6:30 p. m., at which time dinner was to be served.

Champaign, Ill.—The University of Illinois has installed a Randolph Direct Heat Grain Drier, using coke for fuel. This was put into the new elevator which was recently completed on the University farms.

Eureka, Ill.—A Burton Feed Mixer was installed by the Eureka Milling Co. recently. The company has begun to manufacture a line of chick starter in addition to doing custom grinding and mixing.—J. D. Schumacker, mgr.

Industry, Ill.—W. H. Gunning, who has been employed at the elevator for some time, has been made manager of the Industry Co-op. Co.'s elevator, succeeding H. L. Mummert, who resigned to take a similar position at Macomb, Ill.

Morton, Ill.—The local elevator of Amco Service Store, owned by Allied Mills, is in the course of being leased by Edw. Hirstein. Possession will be taken by the latter on Mar. 1. Plans call for building new approaches on the elevator.

Cissna Park, Ill.—The Baier Milling Co. has installed a new hammer mill feed grinder and mixer, power being furnished by a 50-h.p. and a 7-h.p. motor, the smaller motor operating the molasses mixer. The mill is so arranged that the entire work can be done inside, from the unloading to the loading.

Bloomington, Ill.—The Illinois Feed & Grain Co., incorporated; capital stock, \$75,000; incorporators: Chas. F. Scholer, H. D. Hanger, Ned E. Dolan; to buy and sell grain, hay and coal. Mr. Scholer bot the plant of the Illinois Feed & Elvtr. Co. here last November at auction, as reported in the Dec. 10 Journals.

Atkinson, Ill.—David F. Humphreys, 69 years of age, prominent grain dealer of this place, died at a hospital in Geneseo, on Jan. 27, following a stroke of paralysis. Before coming here he operated a grain and lumber business in Buda, and in 1902 established his grain and coal business in Atkinson. He is survived by his widow and three sons.

Nashville, Ill.—The Meyer Milling Co., of St. Louis, Mo., has sold its plant here, known locally as the Camp Spring Mill, consisting of a 600-bbl. mill, elevator, warehouse and about six acres of ground, to Louis and Henry Muentner, brothers, operators of an elevator at Hoyleton, Ill., for 18 years, who will continue the operation of the property.

Mokena, Ill.—John O. Hatch, former well known resident of this place, who, as a young man was associated with his father in the grain elevator business here, died unexpectedly at his home in Altadena, Cal., on Jan. 8, after an illness of only a few days, at the age of 54 years. He was born in Mokena. He is survived by his widow, two sons and three daughters.

Decatur, Ill.—The Midwest Grain Corp., headquarters Chicago, affiliated with the Farmers National Grain Corp., opened a branch office here early in February, to be in charge of E. R. Kilpatrick, who was in the grain business at this point six years ago, and more recently has been connected with the Farmers National Grain Corp. and the Stabilization Corp. in Chicago.

Peoria, Ill.—What grain men think of the mess Alexander Legge has made of the grain business is typified in a recent occurrence at Peoria. Every year on Washington's Birthday the Creve Coeur Club has a banquet, one of the affairs of the year when the finest speakers are sought. This year the Club arranged for an address by Mr. Legge. Several members immediately canceled their reservations at the exclusive party. And one man, whose membership was pending withdrew his application.

S. or E. Corn—Oats—Our Specialty

**CHRIS G. EGLY**

For 34 Years

SHIPPER & JOBBER

**GRAIN—HAY—FEED**

PHONE ANTHONY 6227 FT. WAYNE, IND.



Yorkville, Ill.—Elevators along the Fox & Illinois electric line have agreed to a change in their electric current from d. c. to a. c., which means that the elevators located at Yorkville, Kentland, Lisbon Center, Central, Saratoga and Morris switch will have to change motors. Most of them are cogitating about installing head drives when they make the change.—Frank Barkley.

Cairo, Ill.—The old elevator building of the Hastings & Stout Grain Co. burned at 2 o'clock a. m., Jan. 21; loss, \$100,000; insured. The elevator, which had a capacity of 45,000 bus., was nearly full of oats, which was completely destroyed. The newer concrete and fireproof grain tanks, with a capacity of 80,000, and also nearly full of oats, were not seriously damaged, altho the oats was somewhat smoke damaged. The night watchman discovered the fire at the top of the elevator.

#### CHICAGO NOTES

Charles A. Peck has retired from the firm of C. A. Peck.

P. K. Corcoran, head of Corcoran & Co., of Duluth, grain commission firm, has been suspended from the Chicago Board of Trade because of insolvency.

A recommendation by Lowell Hoyt that the commission on soy beans be the same as on corn has been approved by the directors of the Board of Trade.

A. W. Schveer retired as a partner from R. A. Gerstenberg & Co. on Jan. 31, R. A. and C. W. Gerstenberg now handling only their personal business.

In the personnel of the new grain com'te of the Board of Trade, reported in the last number of the Journals, the name of C. D. Olsen should appear instead of C. G. Green, as it appeared in the daily press.

The partnership of Cooper, Dysart & Kuh has been dissolved, and the new partnership of Cooper & Kuh formed by Kenneth L. Cooper and Edwin J. Kuh, Jr., both of whom are members of the Board of Trade.

On Feb. 2 trading in wheat for September delivery was inaugurated on the Board of Trade, the directors having been urgently requested to grant this privilege. It is said that it will increase business by enabling traders to hedge between July and September.

Directors of the Board of Trade withdrew the order for a vote of the membership, on Feb. 5, on amending the rules of the clearing house, requiring all members of firms who use the clearing house to be members of the Board of Trade, because 27 names were withdrawn from the petition.

The Grain Market Analysts' Club of Chicago will hold its next monthly meeting in the Crystal Room of the Great Northern Hotel at 6:30 Feb. 17. The feature of the evening will be a Russian travelogue by Dr. Jas. G. Dickson of Wisconsin University, who last year covered 3,000 miles in the grain regions of the Soviet, taking photographs which will be thrown on a screen. While the club officials are highly gratified by the large attendance at the last meeting, to avoid any disorganization and delay at the dinner they are asking members to make reservations for invited guests not later than Feb. 16.

Frank A. Jost, formerly with Albert Schwill & Co., is now with the Farmers National Grain Corp.

The proposed rule, No. 297, to safeguard the condition of grain in elevators, was adopted Feb. 5 by a vote of 315 to 84; but will not be made effective by the directors of the Board of Trade until approved by the Illinois Commerce Commission. The rule was published in full in the Journal, Jan. 14, page 38.

### INDIANA

Rochester, Ind.—Fred Rowe has installed a new feed grinding mill, which is equipped with a molasses mixer.

Wabash, Ind.—The Indiana Farmers Grain Dealers Ass'n will hold a two-day convention here on Feb. 18 and 19.

Indianapolis, Ind.—Recent new members of the Indiana Grain Dealers Ass'n are the following: Lake & Reagan, Colfax; the Foster-Kendall Co., Carmel; Myron W. Jones, Malden.

Corydon, Ind.—Torrence Eckerty, of New Albany, is the new owner of the Eureka Mill here, assuming complete charge on Feb. 1. He was at one time associated with his father in the mill and feed business at Eckerty, Ind.

Russiaville, Ind.—We have just purchased the elevator of the Russiaville Grain Co., at Russiaville. Our headquarters will be at Forest.—Sellers Grain Co., by Max P. Sellers. [This company operates an elevator at Forest, Ind.]

Indianapolis, Ind.—Effective Feb. 2 the 11 elevators in Indiana owned by the Central States Grain Corp. will be supervised by Alonzo Cherry, former manager of the corp.'s elevator at Manilla, whose headquarters will be in this city.

Cannelton, Ind.—The flour mill here, which was formerly owned and operated by a stock company, and which has been closed for more than a year, has been bot by H. A. Dutschke, who, together with his two sons, will operate it, taking charge Feb. 14.

Sims, Ind.—My father, A. W. Haycock, and I have purchased the entire holdings of the Sims Co-op. Grain Co. and are now in complete charge of same. We are also operating our plant at Sharpville. My father operates the one at Sims, while I am giving all my time to the Sharpville business.—Bruce Haycock.

Manilla, Ind.—Alonzo Cherry, formerly manager of the Central States Grain Corp.'s elevator at this point, has been made supervisor of the 11 elevators in Indiana owned by the corp., five of which are located in Shelby County and has been succeeded here by Walter B. Talbert, who has been an employe at the elevator.

Rushville, Ind.—The elevator here owned by T. Rich Reed burned early Sunday morning, Feb. 1; loss, \$12,500; partly insured; 250 bus. of oats, 400 bus. of corn and about 400 bus. of wheat were burned, which, fortunately was the smallest amount of grain in the elevator for several months. Owing to the fact that the company's office is located across the street from the elevator, the records were saved.

Indianapolis, Ind.—Charles McEwan, of Lafayette, who has traveled Indiana and Illinois since 1912, calling on the grain trade for the Frank A. Witt Co., of this city, is very seriously ill in a hospital at Lafayette having been operated on, Feb. 7, for gall bladder trouble. At last report his condition was as good as could be expected, but was still serious. Mr. McEwan has a wide acquaintance among elevator men.

### IOWA

Grinnell, Ia.—Talbot & Olds recently installed a sweet feed system.

Riceville, Ia.—The question of a soy bean mill for this (Mitchell) county is being agitated.

Lenox, Ia.—The death of S. E. Wainwright, who has been in the grain business here for 28 years, occurred on Jan. 1.

Leverett, Ia.—The Farmers Elevtr. Co., of Marathon, has purchased the O. F. Smith Grain Co.'s elevator at this place.

Remsen, Ia.—G. A. Null is again manager of the Farmers Elevtr. Co.'s elevator here, after having resigned last summer.

Hubbard, Ia.—E. A. Fuller, manager of the Farmers Elevtr. Co.'s elevator here for the past 18 months, has resigned, effective Feb. 15.

Pierson, Ia.—The Farmers Elevtr. Co. has installed an oat huller and painted its elevator a pleasing gray. D. Forbes is manager.—Art Torkelson.

Garwin, Ia.—Rev. D. F. Myers has bot the feed mill from H. C. Jorgensen, taking possession Feb. 1. His two sons will assist him in operating the mill.

Storm Lake, Ia.—In order to compete with the portable feed grinder, the Farmers Elevtr. Co. has offered to call for the grain at the farm, grind it and deliver the feed to the farm.

Ruthven, Ia.—I have not rebuilt my elevator [that burned last July], and am not sure that I will; if conditions stay as they are it is doubtful if I rebuild. But I have had plans drawn and may rebuild in June.—Geo. A. French.

Des Moines, Ia.—The Western Grain Dealers Ass'n held a meeting at Marshalltown Feb. 9, was scheduled to hold one at Iowa Falls Feb. 11 and will hold one at Mason City Feb. 19, for the purpose of discussing ways and means to get a reduction in power rates.

Burts, Ia.—Funeral services were held here Jan. 25 for John Kerr, who for many years was manager of the Farmers Elevtr. Co.'s elevator at Lone Rock, Ia. He died at the home of his daughter after several months' illness.—Art Torkelson, with Lamson Bros. & Co.

Elberon, Ia.—Geo. H. Thiessen, at one time manager of the Wilder-Murrel Elevtr. at Keystone, Ia., retiring when the property was sold to Walter Bernstorf, has been appointed manager of the Elberon Farmers Grain & Supply Co.'s elevator.

Gladbrook, Ia.—Freeman Pippert, of Dysart, has bot the elevator and grain business of the Midwest Lbr. Co. which the latter had acquired when it purchased the Gladbrook Grain & Lbr. Co.'s business recently, the Midwest Co. retaining the lumber business.

Dividend

20  
to } %  
30

Saving

SERVICE

Call or Wire

Our Expense for Immediate Protection

WESTERN GRAIN DEALERS MUTUAL FIRE INS. CO.

Hubbell Bldg., Des Moines, Iowa

Protection

Elevators

Grain

Lumber Yards

Dwellings

Merc. Property



Hayfield, Ia.—The North Iowa Grain Co. is installing a new truck dump and building a complete new driveway at its elevator here, the T. E. Ibberson Co. doing the work.

Clinton, Ia.—The Model Roller Mills has taken up the manufacture of stock feeds, having installed a heavy capacity mixer and a molasses feed system. John Struve, who founded the mill 50 years ago, and his three sons operate the plant, which employs eight persons.

Davenport, Ia.—Easson Feed & Produce Co., incorporated; capital stock, \$25,000; incorporators: John T. Easson, Herbert M. Philbrook and Wallace B. Easson; to carry on a general commission business and deal in farm produce, including mill feeds, live-stock and poultry.

Audubon, Ia.—An attempt was made, during the night of Jan. 28, to rob the safe of the Johnson Grain Co., but the thief could not open the safe, altho the dial had been knocked off and the door mutilated. Entrance was gained thru the office door which had been left unlocked.

Ft. Dodge, Ia.—A new 2,000-pound capacity feed mixer, used in mixing hog, poultry and dairy feeds, has been installed in the Farmers Feed Mill. A. M. Lyders, owner of the mill, states it enables the mill to mix up any formula requested in making up balanced rations.—A. G. T.

Fredericksburg, Ia.—George W. Richardson is out of the grain and feed business here. The elevator is now owned and operated by the Kunz Grain Co., of Wesley, Ia. Mr. Richardson has resumed the trucking business. The Fredericksburg Equity Shipping Ass'n also has gone out of business.—Fredericksburg Produce Ass'n, L. L. Bittner.

Fairfield, Ia.—The historic old Globe City Mill here, now known as the Jackson-Catlett Feed Mill, burned at 4:15 o'clock a. m., Jan. 22; loss, \$10,000; partly insured. The mill was built in 1875 by F. B. Huntzinger and has changed ownership a number of times, W. G. Heaton being the present owner. Last August Messrs. Jackson and Catlett opened a feed mill in the building, installing up-to-date equipment, and had built up a good business. The mill will be rebuilt, Jackson & Catlett in the meantime having secured temporary quarters.

Mapleton, Ia.—A good-will party for Mapleton and for the Haubrich Grain & Lbr. Co., sponsored by Mayor Haubrich, who is also owner of the company, was attended by more than 5,000 persons, on Jan. 17, the streets being crowded all afternoon and evening. Everything was free all day, by courtesy of the mayor. More than 2,500 doughnuts and gallons of coffee were served free at the Opera House during the day, and 1,500 balloons were given to children. In the evening a free picture show was given, followed by a dance until midnight, a six-piece orchestra furnishing the music. A 16-page souvenir folder containing pictures of some of the larger buildings erected by the Haubrich Co. in recent years, a brief history of the company and a list of its recent customers, 2,000 folders having been printed, was distributed. A week before the party 5,000 handbills were distributed in a score of nearby towns.

## KANSAS

Lorraine, Kan.—H. N. Marshall, manager of the Lorraine Grain, Fuel & Stock Co., has resigned.

Macksville, Kan.—A new elevator is being erected at this point for the Geo. Gano Grain Co. by E. B. Schmidt.

Hutchinson, Kan.—The Howard Feed & Grain Co. has converted into a feed mill an old ice plant which it purchased recently.

Mullinsville, Kan.—E. E. French, manager of the Mullinsville Equity Exchange Elvtr., recently suffered a fractured skull in an auto accident.

McDonald, Kan.—Francis S. Miller, formerly agent for Jennings & Roller at this point, writes: "I am entirely out of the grain business now."

Wichita, Kan.—On account of the present low price of wheat, the Wichita Board of Trade has reduced the minimum commission from 1½c to 1c per bu., effective Feb. 10.

Augusta, Kan.—The elevator formerly operated by the Bosse Grain Co. is closed. It has not been operated for several months, and no immediate prospects of opening it.—X.

Wichita, Kan.—Licenses have been issued under the U. S. Warehouse Act to the Wichita Flour Mills Co. to cover its elevators at this point and at Topeka.—H. K. Holman, Jr. (Washington, D. C.).

Topeka, Kan.—The bill, S. B. 146, taxing grain represented by warehouse receipts at the point where the grain happens to be on Mar. 1 each year, does not seem to serve any legitimate purpose and should be defeated.

Minneapolis, Kan.—Geo. E. Gano will replace his elevator here that burned last month, with a loss of \$10,000, covered by insurance. The capacity of the elevator was 20,000 bus. Three cars of wheat had been loaded out a few hours before the fire, about 4,000 bus. remaining in the elevator. E. B. Schmidt will have charge of the construction of the new elevator.

Topeka, Kan.—One of the objectionable paragraphs in the 81-section bill introduced in the legislature by the chief grain inspector and the warehouse commissioner reads as follows: "Sec. 5: Whenever any grain has been received in any public warehouse, as in this act defined, located in this state, and same is not purchased by the lessee, owner or manager of such warehouse, such grain shall be considered stored grain." The bill is a substitute for sections 201 to 222 of Chap. 34 of the Kansas statutes.

Eskridge, Kan.—The Security Bank, which has been carrying the Farmers Elvtr. account for several years without a cent of interest and which holds a joint note against a number of farmers and business men of Eskridge, securing the indebtedness of the elevator company, which is said to be \$9,500, is trying to liquidate the elevator account. The elevator, which has been owned and operated for several years by the Farmers Union, got in a bad way financially several years ago and has been unable to "come back" altho it has made a little money during the last two years. It is said that the elevator will be continued in operation as a necessary business institution.

Topeka, Kan.—The Kansas Terminal Elvtr. here has been bot by the C. E. Robinson Elvtr. Co., of Salina, which contemplates increasing the capacity to 500,000 bus. The company will also open an office in this city.

Topeka, Kan.—The reduction from \$1 to 60 cents in the charge for inspecting cars of grain, under the present law, remains in effect until the accumulated fund has been depleted to \$40,000, but the chief grain inspector has introduced a bill, S. Bill 64, providing that the automatic increase in the fee from 60 cents to \$1 shall take place as soon as the accumulated fund has fallen to \$80,000. As it is thought entirely unnecessary for the state inspection department to have more than \$40,000 on hand at all times, in view of the decreased cost of the service, grain dealers are urged to write their representatives and senators at Topeka pointing out that the bill is harmful to the farmers and grain shippers.

## KENTUCKY

Newport, Ky.—The hay and grain warehouse of Kellar & Waring, feed merchants, was damaged by fire, on Jan. 27; loss, \$15,000. The elevator and another warehouse nearby were saved by firemen. The building contained 500 sacks of bran and grain and 16 carloads of hay.

## LOUISIANA

New Orleans, La.—Now operating under the name of the Milam Grain & Milling Co., the Milam-Morgan Grain Co., of this city, has petitioned for a dissolution of the old firm.

## MARYLAND

Hagerstown, Md.—I am contemplating starting a sweet feed plant and grain elevator.—Lee E. Stine.

## BALTIMORE LETTER

Eugene H. Beer, pres. of E. H. Beer & Co., Inc., has returned from a rest in Florida.—R. C. N.

Baltimore, Md.—James B. Hessong has been re-appointed sec'y-treas. of the Chamber of Commerce.

The Delmarva Grain Co., B. R. Buck, pres., has opened offices in the Chamber of Commerce building.—R. C. N.

Wheat exports from Baltimore in January totaled 594,250 bus., compared to 139,838 bus. in the same month a year ago.—R. C. N.

At the first regular meeting of the new board of directors of the Chamber of Commerce, held Feb. 9, the various standing com'tes to serve during the coming year were elected.—R. C. N.

Chief Grain Inspector David H. Larkin, of the Chamber of Commerce, and wife are on a motoring tour thru the South, expecting to spend some time in Miami and Palm Beach, Fla.—R. C. N.

The many friends in the trade of C. R. Melcher, hay inspector and supervisor of weights of the Baltimore Chamber of Commerce, will be pained to learn of the death of his father after a brief illness of pneumonia.—R. C. N.

# WICHITA

"The Virgin Wheat Mecca"

long recognized as the leading market of the Southwest. Its facilities are the best and its Board of Trade members are well known for their fair dealing. If you are a country shipper, miller or exporter you cannot do better in any other market.

Deal With These Board of Trade Members

**James E. Bennett & Co.**  
Grain Futures, Stocks, Bonds, etc.

**Ogren Grain Co.**  
Grain Merchants

**Wichita Terminal Elevator Co.**  
Receivers, Shippers—Storage

**Smith-McLinden Grain Co.**  
Wheat, Coarse Grains, Mill Feeds

**Adair Grain Co.**  
Wheat, Corn, Oats, Kafir

**Sam P. Wallingford Grain Corp.**  
General Grain Business



Oscar M. Gibson, vice-pres. of C. P. Blackburn & Co., Inc., has recovered from a recent attack of the grippe, and is again on 'Change.—R. C. N.

The Capital Hay & Grain Co. has been incorporated by L. Leroy Harig, Lillian Talbott, and John M. Baumann, with an authorized capital stock 2,000 shares at a par value of \$50 each.—R. C. N.

The following have been elected members of the executive com'te of the Chamber of Commerce for the ensuing year: Edward Netre, chairman; Gustav Herzer, Jr., vice-chairman; Thos. G. Hope, John Merryman and T. Wilson Johnston.—R. C. N.

The eighteenth annual dinner of the Traffic Club of Baltimore was held at the Lord Baltimore Hotel. The principal speaker was U. S. Senator William R. King, of Utah, whose topic was "Politics of the United States in World Affairs." John H. Carroll, Washington attorney, acted as toastmaster.—R. C. N.

The old Mount Vernon distillery at Russell and Alluvial streets, this city, which, a year ago, resumed the manufacture of rye whisky under Government supervision, after having been shut down since 1919, will probably begin another run as soon as necessary Government permits have been received. Distilling operations were resumed to replenish stocks of rye whisky needed for medicinal purposes. The liquor must remain in bonded warehouses for four years before it can be sold, and then only by means of Government permits. The distillery is now operated under the name of the American Medicinal Spirits Co.—R. C. N.

## MICHIGAN

Jamestown, Mich.—The Jamestown Farmers Elvtr. Co. expects to start handling livestock soon.

Bay City, Mich.—The Bay City Milling Co. has just completed the construction of a warehouse addition, one story high, of cement blocks, 64x34 feet.

Thompsonville, Mich.—The Thompsonville Elvtr. Co.'s building was entered by thieves, on Jan. 15, who took about 100 pounds of beans and broke open the cash register but found no cash.

Olivet, Mich.—The Olivet Grist Mill, operated by G. M. Jewell, was slightly damaged by fire, on Jan. 22, which, fortunately, was discovered and put out before any serious damage was done.

Belding, Mich.—Smyrna Milling Co., incorporated; capital stock, \$25,000; incorporators: Harvey Hyde, Hubert Engemann, Edward D. Engemann; to manufacture flour, feed, cereals, etc.

Detroit, Mich.—The incorporators of the new Michigan Grain & Feed Co., reported in the last number of the Journals as being recently incorporated, are as follows: Wm. H. Bouma, A. Frank Sparks and Purl C. Gilbert.

Lansing, Mich.—The Christian Breisch Corp. recently became a Michigan corporation, the company operating an elevator here and dealing in grain, cereals and other farm products. The capital stock is given as \$100,000.

Lansing, Mich.—The Michigan Millers Ass'n, meeting in annual convention in this city on Jan. 28, elected the following officers: Pres., Carlson McKenzie; vice-pres., F. S. Emmons; sec'y, F. B. Drees; treas., Mr. Thomas, the last two officers being re-elected.

Hartford, Mich.—Altho it had been announced that John Boynton, manager of the Hartford Gleaner Elvtr. Co.'s elevator for the past year, was retiring and that J. M. Stafford, pres. of the company, would take the management on Jan. 15, Mr. Boynton has been retained as manager.

Merrill, Mich.—R. T. Walsh, formerly in the elevator at Auburn, Mich., has been made manager of the Merrill branch of the Michigan Bean Co.'s elevators, succeeding O. S. Raby, who has been manager of the local elevator for 15 years, first under the ownership of the Saginaw Milling Co. and later of the Michigan Bean Co.

Lincoln, Mich.—The Lincoln Elvtr. Co.'s elevator burned recently; loss, \$25,000.

Portage, Mich.—The Portage Elvtr., built 50 years ago by the Mattisons, a pioneer family of this county, and no longer used for the storage of grain, burned during the evening of Jan. 23; loss, \$10,000; partly insured. The loss included the elevator, adjoining coal sheds, machinery used for grinding feed and a small quantity of grain. The present owner of the elevator was Garret Mein, who bot it several years ago from the Logan family.

Alma, Mich.—Clare H. Redman and S. H. Clark, proprietors of the Alma Fuel & Supply Co., about a week ago completed the erection of a new feed mill of hollow tiling, occupying 30x40 feet ground space, two stories high and basement, for manufacturing feeds for livestock. Custom and commercial grinding will be done also. The equipment includes a hammer mill, batch mixers and molasses machines. The name under which the plant will be operated has not been decided upon yet.

## MINNESOTA

Minneapolis, Minn.—New members of the Chamber of Commerce include Robert B. Fleming.

Angus, Minn.—The feed mill of the Farmers Elvtr. Co.'s elevator has been re-opened after undergoing repairs.

Glencoe, Minn.—W. A. Wolf, proprietor of the Independent Elvtr. here, is installing a feed mill for grinding feed for cattle.

Minneapolis, Minn.—The annual meeting of the Tri-State Country Grain Shippers Ass'n will be held here at the Nicollet Hotel, Feb. 19.

Winona, Minn.—Some changes and improvements are being made in the cleaning machinery at the plant of the Bay State Milling Co.

Murdock, Minn.—A. T. Johnson, of Chicago, will take possession of Charles E. Welsh's elevator on Mar. 1, Mr. Welsh having sold out to him.

Fairmont, Minn.—W. J. Delaney has succeeded Walter Boujan as manager of the Petch Grain Co.'s elevator here. Mr. Boujan has gone to Chicago to represent the Federal Farm Board.

Duluth, Minn.—The results of the Board of Trade's annual election, held on Jan. 20, were as follows: Pres., C. C. Blair; vice-pres., W. R. McCarthy; directors for three years, T. F. McCarthy, G. E. Robson and B. Stockman; director for two years, F. P. Houghton; members of the board of arbitration, W. L. Brisley, W. S. Moore, E. A. Vivian.

St. Paul, Minn.—A bill was introduced into the state legislature, during the last week of January, providing that grain stored on the farm may be used as a basis for borrowing money. The bill provides for administration of the system by a state grain storage commissioner, who would serve under the state commissioner of agriculture.

Minneapolis, Minn.—The Chamber of Commerce, by a vote of 280 for and only 2 against, on Jan. 30, favored the opening of a corn futures market, and trading started on Feb. 2. No. 1 or No. 2 mixed is contract grade, other grades deliverable being No. 1 or No. 2 yellow or white, ½c premium; No. 3 yellow or white, 16 per cent or less moisture, 1c discount; No. 3 mixed, 16 per cent moisture or less, 1½ discount. Sales for May delivery may be made by warehouse receipts or in cars.

Chatfield, Minn.—John D. Caw, grain solicitor for Runkel & Dadmun, of Milwaukee, Wis., for many years, until that firm was succeeded by the Roy I. Campbell Grain Com. Co., which he has since represented, died at his home in Chatfield, on Jan. 3, at the age of 68 years. He was one of the most popular men in the business, and had a host of friends. Before becoming a grain solicitor he was engaged in the grain business at Chatfield under the name of Caw & Lynch. Mrs. Caw will represent the Campbell Co. in Chatfield and the surrounding territory.

## MISSOURI

California, Mo.—Produce Exchange No. 148 has bot the Gattermeir Milling Co.'s business here.

Memphis, Mo.—The Farmers Elvtr. & Produce Co. contemplates rebuilding its produce house.

Kansas City, Mo.—Piling is now being driven for the 2,500,000-bu. elevator being erected here by the Missouri-Pacific R. R. Co., to be operated by the Continental Export Co. The contract for the construction of the elevator is held by Edwin Ahlskog.

St. Joseph, Mo.—Clarence Duff Taylor, well known grain commission man, died at his home in this city, on Jan. 19, after a long illness, at the age of 63 years. He was head of the Taylor Commission Co. and a member of the Grain Exchange. His widow survives him.

St. Louis, Mo.—On the last Tuesday in January the St. Louis Grain Club held one of the best meetings, and also one of the best attended, it has had this season. Speakers included A. V. Imbs, pres. of the Merchants Exchange, and Prof. Lippincott, of Washington University, the latter discussing present financial conditions. Ward Brown, pres. of the club, presided.

Springfield, Mo.—The Lipscomb Grain & Seed Co., Inc., wholesale grain, hay and millfeed, operating a bonded elevator here and also nine country stations, reported in the Jan. 14 Journals as having increased its capital stock in anticipation of a building program, contemplates starting the construction of an addition to its plant by July 1, the building to be of concrete and steel to conform to the balance of the plant. The capital will be furnished by the present stockholders. It has been the purpose of this company for some time to do some more building at this point, and it believes that now is the psychological time.

## MONTANA

Charlo, Mont.—We recently installed a feed roller in our Charlo elevator.—A. E. Olson, mgr. grain dept. Stanley Searce (Rohan, Mont.).

Baker, Mont.—O'Loughlin Elvtr. Co., incorporated; capital stock, \$50,000; incorporators: W. O'Loughlin, D. O'Loughlin and W. E. Rolfson.

Kalispell, Mont.—The Kalispell Feed & Grain Co., Inc., incorporated; capital stock, \$75,000; incorporators: J. B. Clark, L. E. Bunge, C. H. McLeod, H. C. Keith and J. H. Chester. This company was reported in the Jan. 14 Journals as having opened a new feed mill early in January.

## NEBRASKA

Pilger, Neb.—Lee Lorenson has installed an alfalfa and hay cutter in his feed mill.

Lynch, Neb.—The Northern Nebraska Development Co. plans to re-open the Lynch flour mill.

Grant, Neb.—L. R. Kirk, who has been operating the Grant Roller Mills under lease, has purchased them.

David City, Neb.—Geo. E. Stepanek, who contemplates making all kinds of mixed feeds, has added a feed mixer to his equipment, purchasing it thru W. E. Hewett.

Oxford, Neb.—Meier & Schoen have bot the Kellogg Grain Co.'s elevator, Mr. Meier having been manager of the house previous to buying an interest in it.

Mascot, Neb.—The only elevator in this town burned on Jan. 15, at 6 o'clock p. m.; partly insured. It was owned and operated by the Swindell Elvtr. Co., L. L. Swindell being manager. About 1,500 bus. of wheat, corn and oats was also burned.

Omaha, Neb.—The Nebraska-Iowa Grain Co. has secured a license under the U. S. Warehouse Act for its terminal house here. With the licensing of this house practically all of the Omaha terminals are under Federal licenses. The applications have been made voluntarily, as the act is not compulsory.—H. K. Holman, Jr. (Washington, D. C.)



Deshler, Neb.—The Nebraska-Kansas Grain Dealers Ass'n held its monthly meeting in this city on Jan. 21, the banquet in the Wolf Hotel being attended by E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, was the principal speaker.

Hemingford, Neb.—Work started on the Hemingford Grain & Coal Co.'s new 25,000-bu. elevator on Jan. 26. It is to be of cribbed construction, up-to-date in every way, and replaces the elevator that burned in January. The W. H. Cramer Const. Co. has the contract.

Imperial, Neb.—The Imperial Farmers Equity Exchange is installing a 10-bu. Richardson Automatic Scale, roller bearings thruout, new sprockets with E. C. Roller bushed chain and a new roller bearing boot, also other repairs, purchased thru W. E. Hewett.

Western, Neb.—Mr. Allpress has had the former Western Flour Mill building remodeled and has installed machinery for a complete mill for grinding and mixing stock feed. The equipment includes a dust collector. Power is furnished by four electric motors, one of 50-h.p., two of 5-h.p. and one of 15-h.p.

Lincoln, Neb.—The new feed mill of the Gooch Milling & Elvtr. Co., operating as the Gooch Feed Mill Co., which was formally opened on Jan. 29, as reported in the last number of the Journals, and which has received so much favorable comment in the press, was designed by Horner & Wyatt, who were also the consulting engineers in the construction of the new plant.

Omaha, Neb.—Effective Feb. 1, the minimum commission to be charged on wheat sales in this market will be 1c per bu., it was announced at a meeting of the board of directors of the Grain Exchange on Jan. 27, a majority of the members of the exchange having voted for it. This is a reduction of ½c per bu. from the former rules, the change having been made because of the low price of wheat.

Omaha, Neb.—Grain men are well represented in the official personnel of the Nebraska Millers Ass'n, which held its annual election on Jan. 22, J. N. Campbell, of this city, being re-elected sec'y and treas.; G. K. Jacobson, pres. of the Lexington Mill & Elvtr. Co., was elected a director for two years, and Vern Lea, of the Fairbury Mill & Elvtr. Co., is one of the holdover directors. Other officers elected were: D. H. Wilson, pres., and Chas. A. Bridge, vice-pres.

Lincoln, Neb.—Elevator men of Nebraska, to the number of 20, representing both private concerns and co-operatives, met at the State Capitol on Jan. 24 and agreed on and outlined the essentials of a new warehouse law, Sec'y C. B. Steward, of the Nebraska Farm Bureau, being instructed to draft a bill for presentation to the state legislature. It was brot out at the meeting that the law passed by the 1930 special session had been a failure; it is so complicated and inflexible that few licenses to operate under it have been issued, it was said. Those present agreed that altho the farmer should be protected from unprincipled elevator men, still the elevators should not be required to furnish bonds for the protection of the farmer and also to keep the grain in their houses. A com'te of five made a rough draft of the measure proposed, the personnel of the com'te being as follows: E. L. Brown, Chester; C. G. Crittenden, Lincoln; E. M. Kuhl, Ashland; W. B. McMullen, Benedict, and M. S. Pearson, Osceola.

## NEVADA

Fallon, Nev.—A farmers co-op. alfalfa mill is under consideration for this point.

## NEW ENGLAND

Boston, Mass.—A. R. Hopkins Corp. has been organized, with a capital of 2,200 shares of no par value, M. J. Lorimer, pres., to manufacture, buy and deal in grain, flour, feed and by-products.

Boston, Mass.—The Grain & Flour Exchange held its annual election on Feb. 3, with the following result: Pres., Henry P.

Smith; 1st vice-pres., Paul Rothwell; 2nd vice-pres., Edward H. Day. Directors re-elected for four years: E. S. Benedict, J. E. Sullivan, Henry Taylor and Fred Whaley.

Boston, Mass.—Matthew D. Benzaquin, head of the grain and flour firm of the same name, of this city; member of the Boston Grain & Flour Exchange, the Chicago Board of Trade and of the Grain & Feed Dealers National Ass'n, died unexpectedly at his home in Newton, Mass., Jan. 21, hemorrhage of the brain being the cause of death. He was 52 years of age. His widow and two children survive him. A large number of exchange members attended the funeral and business was suspended on the floor for one minute in his honor. One of his brothers, Albert J. Brenzaquin, will continue the operation of the company's business without change in name.

## NEW JERSEY

Edgewater, N. J.—The Archer-Daniels-Midland Co. will re-open its local plant before Feb. 15, having arranged for a sufficient supply of Argentine flaxseed to keep it in operation for some time.

## NEW MEXICO

Raton, N. M.—The Raton Mill & Elvtr. Co. is installing equipment for the manufacture of poultry and stock feeds.

## NEW YORK

Huntersland (r. d. Middleburg), N. Y.—The grist mill here, owned and operated by John Rickard, burned on Jan. 12, at 11 o'clock a. m.

Buffalo, N. Y.—The Pratt Food Co., which formerly maintained its executive offices in the Chamber of Commerce Bldg., recently moved them to the plant.

New York, N. Y.—During the last week of January Produce Exchange memberships were selling at \$4,350, showing an advance from the previous week, when they sold at \$3,800.

Auburn, N. Y.—Warren H. Dean, pres. of B. A. Dean & Son, who operates a grain elevator, and Edw. J. Chamberlain, hay buyer for the firm, were in an automobile accident recently, as they were on their way to Albany on a business trip. Starting to pass a large truck on the road, they blew their horn, but at that instant the truck started to pass a second truck ahead of it and the Dean car was forced off the road into a ditch, Mr. Dean suffering a broken rib and many bruises and Mr. Chamberlain some minor cuts.

New York, N. Y.—R. R. Kalbfleisch withdrew, on Jan. 31, as a partner of Auerbach, Pollak & Richardson and on Feb. 5 formed a partnership with Ragnar E. Hedberg, the firm to be known as Kalbfleisch & Hedberg.

New York, N. Y.—The Produce Exchange posted a notice on Jan. 22 that M. B. Jones, of M. B. Jones & Co., Inc., feed dealers, had been suspended from membership privileges. Later a notice was posted to the effect that M. B. Jones, Sr., had resigned from M. B. Jones & Co., effective Jan. 28, and that the company would be continued under the same name.

Buffalo, N. Y.—Regarding our building additional storage here, the present capacity of our elevator is 2,000,000 bus. and we are building additional concrete tanks to carry 1,500,000 bus. The contract has been given to the Monarch Engineering Co.; will run in the neighborhood of \$350,000, which includes the remodeling of our workhouse. Construction will start immediately and be finished by Aug. 15. The superintendent of the elevator is Howard Gunnison.—American Elvtr. & Warehouse Co., Inc., G. W. Martin.

Albany, N. Y.—A bill providing \$1,500,000 for the construction of a state grain terminal and elevator for the Port of Albany was introduced in the Senate on Jan. 26. The measure is the same as that sponsored by Senator Byrne (who introduced the above bill) last session but which failed to get beyond the finance com'te. Resolutions favoring state construction of a grain elevator here were adopted on Jan. 23 by the New York State Guernsey Breeders Ass'n, as a means of enlarging commerce on the barge canal system and for the improvement of state agriculture.

## NORTH DAKOTA

Merricourt, N. D.—The Thompson Elvtr. and coal shed burned Jan. 24, together with 7,000 bus. of grain in a box car.

Leeds, N. D.—The Great Western Elvtr. at this point is being motorized and other repairs made by the T. E. Ibberson Co.

Webster, N. D.—The Webster Co-op. Elvtr. Co.'s elevator burned early Sunday morning, Jan. 18; loss on building \$15,000 and on grain about \$7,000; the grain was fully insured.

West Fargo, N. D.—On Jan. 11 the Interstate Seed & Grain Co., of Fargo, N. D., lost its seed house, feed mill, warehouse and elevator at West Fargo. The day after the fire the company awarded the contract to the T. E. Ibberson Co. for the replacement of the warehouse immediately and a crew of men was on the job the following morning rebuilding the warehouse. On Jan. 22 this company awarded a contract to the T. E. Ibberson Co. to replace the whole fire-loss; to build a larger plant, which will consist of a 50,000-bu. plant, having 30 bins, 5 legs, equipped with D. P. buckets and double distributor. A 15-ton receiving scale will be located in the driveway equipped with a dump. A 2000-bu. Richardson Automatic Scale will be used for shipping purposes. A Big No. 3 cleaner will be used, as well as a No. 298 D. cleaner on the workfloor. A testing and office building will be attached to the driveway. All bins will be hoppers, built into the building as an all overhead storage. The attrition mill will be a Diamond with 24-in. mill with 2-25-h.p. motors. A reel and magnetic system will also be used; 80½-h.p. motors will operate the plant. The whole building will be iron-clad. The feed mill building will have a separate driveway. The warehouse will be 70 ft. long and a full basement will be under the whole plant. Coal sheds with a large storage located on the site for the handling of different kinds of fuel will be built. This elevator is located on the Northern Pacific Railway will be operated by Frank Shepard, local manager. The Interstate Seed & Grain Co. operates extensively in North Dakota, owning several grain elevators, the main plant being at Fargo, where it has a large seed elevator and a 5-story brick warehouse. The general offices are located at Fargo, under the management of Ralph Gunkelman. Work has already been started on the new plant at West Fargo, and it is expected the new plant will be ready for operation the first week in March.

Since 1872

**E. W. CONKLIN & SON**  
Binghamton, N. Y.

## Storage and Distribution

100,000 Bu. Concrete Bin Storage  
300,000 Bags Warehouse Storage

Sprinklered Warehouse—Low  
Insurance Rate — Cleaning  
and Bulking of Grain Under  
Milling in Transit Privilege.

Popular Eastern Distribution Center

Direct R. R., 20 Car Capacity Siding on  
D.L.&W. and D.&H. with ERIE Connection



Tokio, N. D.—Repairs have been made on the Farmers Grain Co.'s elevator here, the T. E. Ibberson Co. doing the work.

Grand Forks, N. D.—Gov. Shafer, who, by virtue of his office is manager of the state mill and elevator, has recommended to the legislature that a commission be appointed to manage the plant.

Flora, N. D.—The Great Western office building and elevator were recently damaged by fire. The office was completely burned. The T. E. Ibberson Co. has a crew of men here rebuilding the office, building a new engine room, installing new transmission machinery and a new oil engine.

Bismarck, N. D.—A bill was introduced in the state legislature last month providing for the reduction of the storage rate to be charged by elevators from 1/30c per bu. per day to 1/60c per bu. per day, also that the maximum charge shall be 5c per bu. per year, instead of 10c as at present. The proposed law provides for a 30-day free storage period. Passage of this bill would be a handicap to the successful operation of farmers elevators in this state. It is said that very few farmers elevators in North Dakota have sufficient storage space to take care of all grain offered them for storage and that they are required to ship out and store a large part of this grain in terminal storage at Minneapolis or Duluth. The present rate in North Dakota is about the same as the terminal rate, but a large reduction of the North Dakota rate as proposed would force the local elevator to handle stored grain at a great loss. Two years ago a similar bill was introduced in the state legislature, providing for a reduction of the storage rate to 1/40c per bu. per day, and Governor Shafer vetoed the bill.

## OHIO

Laura, O.—W. C. Mote is installing a Randolph Direct Heat Grain Drier.

Elmira, O.—We have sold our plant and are going out of business.—Elmira Elvtr. Co.

Swanton, O.—Richards & Taylor announced the opening of their new hammer mill here on Jan. 29.

Rock Creek, O.—C. W. Harrington has sold his grain and feed business to the Lake Erie Milling Co., of Geneva, O.

Delta, O.—The Delta Farmers Grain Co. recently installed an attrition mill furnished by the Sidney Grain Mch'y. Co.

Napoleon, O.—The J. H. Vocke Mills have improved their equipment by the addition of a Sidney Hammer Mill Feeder.

Valley City, O.—The warehouse space of the B. H. L. Elvtr. & Supply Co. has been extended by an addition to the old house.

Toledo, O.—A meeting of creditors of C. A. King & Co., of this city, bankrupt, was held on Feb. 6, to consider an application of the trustee for authority to compromise claim of \$1,814 against A. H. Hinds for \$500, and to transact other business.

Elmira, O.—"Cal" Amstutz, formerly of the Pandora Milling Co., Pandora, O., has purchased the Elmira Elvtr. Co. from John Rupp, who, it is reported, is going into the candy business. Mr. Amstutz has been wanting to get back into the grain business.

Larue, O.—Arthur Lippincott has been made general manager of the Larue Exchange Co., which owns elevators at this point, at Agosta and at Decliff, succeeding David Kale, of Agosta, who has been manager for several years. Mr. Kale continues with the Agosta elevator.

Fostoria, O.—The new concrete 25,000-bu. elevator which the Ohio Farmers Grain & Supply Ass'n will erect adjacent to the elevator recently purchased from the Fostoria Storage & Transfer Elvtr. Co. (as reported in the Jan. 14 Journals) will be erected by J. H. Jones & Son, who have the contract.

Erin (r.d. Fremont), O.—When her motor car collided with an Erin Elvtr. Co.'s truck, east of this point, on Jan. 23, Mrs. G. I. Bashaw, of Riley Center, was seriously injured and removed to a hospital. Orville Zilles, driver of the truck, was also injured, receiving a number of bad cuts on the scalp and was also taken to a hospital.

Wengerlawn (Brookville p. o.), O.—Leonard Hardin is managing the elevator here recently leased by the Stewart Elvtr. & Oil Co.

Grand Rapids, O.—The Farmers Elvtr. Co.'s office was entered recently by thieves, who broke a window to gain admittance. Three gallons of motor oil, a flashlight and some papers, that were afterward recovered, were taken.

Ansonia, O.—Russell Shook, manager of the Ansonia Grain Co.'s elevator, met a terrible death, on Jan. 22, when his clothing became caught on a line shaft in the basement of the elevator, it is believed. He was whirled about the shaft until his body was torn to pieces. A customer driving up to the elevator with a load of corn about 5 o'clock, found the place apparently deserted but the machinery still in motion, and going to the basement to investigate, found the floor, walls and ceiling stained with blood and the dismembered body of Shook still whirling on the shaft. It is supposed he was oiling the motor when his overalls caught in the projecting end of the shaft, which is set low and close to the motor. Mr. Shook is survived by his widow and two small children.

## OKLAHOMA

Carter, Okla.—Rev. B. D. Briggs has shut down his grist mill for the present because of lack of support.

Chattanooga, Okla.—P. A. Cope's elevator here that burned last month contained 300 bus. of barley at time of the fire, the loss being \$10,000 on the elevator.

Pauls Valley, Okla.—The Oklahoma Hay & Grain Co. has been organized by Mason Hart, hay dealer, and J. D. Collier, formerly of Texarkana, Ark., for shipping hay and grain. Offices will be maintained in the Nicholson office building.

Grandfield, Okla.—The Farmers Elvtr. Co.'s elevator burned on Jan. 21; loss, \$10,000; partly insured; 3,000 bus. of oats, 200 bus. of corn and 50 bus. of wheat burned also. The fire started at the top of the elevator, at 8:30 in the evening. Coal bins and the office were saved.

Oklahoma City, Okla.—T. C. Thatcher has been elected pres. of the Oklahoma units of General Mills, Inc., succeeding Karl E. Humphrey, recently elected treas., as reported in the last number of the Journals. Mr. Thatcher was formerly pres. of the Texas units of the company.

Ralston, Okla.—The Ponca City Milling Co. has started work on the rebuilding of its elevator here that burned last November and expects to have the structure finished by April. The capacity will be 18,000 bus., and the equipment and machinery is to be the best. A feed grinding mill will be installed also. Mr. Rhodes will be retained as local manager.

Pawhuska, Okla.—O. J. Doughty, whose feed mill in the old Harris Elvtr. burned last month, and who was reported in the Journals' last number as soon to open his mill in another building, having already ordered new equipment, has sold out to J. A. Carroll, of Oklahoma City, who has also been operating a mill at Yukon, Okla. The new mill is now in operation as the Pawhuska Custom Mill.

Ardmore, Okla.—Livestock men of this section are organizing a stock company for the purpose of establishing a mill for manufacturing feed. It will not be a co-operative concern.

Enid, Okla.—The elevator of the Enid Milling Co.'s plant, owned by J. W. Maney, was damaged by fire on one of the last days of January; loss, \$100,000. The Union Equity Exchange operates the elevator under lease. The mill has not been operated for nearly a year.

Kingfisher, Okla.—The Bob White Flour Mills expects to start work by March 1 on the construction of its proposed 500,000-bu. elevator addition, the city commissioners having granted the company's request to vacate a portion of Third Ave. to make room for the grain tanks. Several months will be required to build the additional storage and day and night crews will be employed.

Hennessey, Okla.—Branson W. Parker, manager of the A. K. Parlour Elvtr. here, was found dead in the elevator office at 3:30 o'clock, Saturday afternoon, Jan. 3, with a powder-burned wound near his heart and a shotgun lying near his body. Mr. Parker, who was 55 years old, had been in the employ of Mr. Parlour for a number of years, and was one of Hennessey's most upright and esteemed citizens. Altho complaining of ill health recently, his friends will not concede that the wound that caused his death was other than accidental. The crowded church for the funeral services, many persons being unable to gain entrance, the many beautiful flowers and the closing of the business houses during the services, all attested to the esteem in which Mr. Parker was held.

## PACIFIC NORTHWEST

Hermiston, Ore.—Milling facilities are being installed by the Farm Buro Co-op. Warehouse Co.

Everett, Wash.—Henry Kleinberg, Seattle grain and hay dealer, has bot the Wisconsin Bldg. here, at the reported price of \$75,000.

Plaza, Wash.—The Farmers Union Elvtr. Co. whose house burned last fall, plans the erection of a new elevator, to have a capacity of 125,000 bus., to be of wood construction but up-to-date in design.

Jerry (Asotin p. o.), Wash.—The Jerry Flour Mills, W. C. Halsey proprietor, recently installed feed equipment. A few weeks ago the mills received an order for 3,000 sacks of barley feed, from Lewiston, Ida.

Seattle, Wash.—S. Yamanaka, formerly manager here for the Japanese grain importing firm of Mitsui & Co., has been appointed the company's manager in Java and has been succeeded here by S. Ishihara, formerly London manager.

Bonnors Ferry, Ida.—Arrangements have been made with T. E. Lavin, proprietor of the Bonners Ferry Grain & Milling Co., by the board of county commissioners, to grind wheat which may be donated and distribute the flour among the needy.

St. John, Wash.—The Inland Empire Milling Co., which manufactures poultry, dairy, hog and horse feeds in addition to flour, expects to erect a new office building this spring, to make more room for the manufacture of cereals. The plant has storage capacity for about 100,000 bus. of grain and supplies.

Olympia, Wash.—A feature of the proposed new warehouse bill, sponsored by the state department of agriculture of Washington, that is especially obnoxious to the grain trade is the one requiring a minimum of \$7,500 bond for each warehouse, which would impose a heavy burden on firms owning a string of warehouses. One company estimates its bond at \$1,500,000, on that basis.

Olympia, Wash.—Two grain warehouse bills, known as House Bills 91 and 92, are before the house, the purpose of which is to get all warehousemen in the state under either federal or state acts and to make state wholesale certificates negotiable. No. 91 contains an error and must be rewritten, and No. 92 is being investigated by the Bankers Ass'n, being held up in the meantime.

## We Finance

grain, grain products, seeds  
and soy beans while stored  
in your own mills and elevators.  
Reasonable rates. Details on request.

**THE GENERAL STORAGE CO.**  
Broadway and E. 15th St., Cleveland, O.



Portland, Ore.—David Eaves, grain broker, of this city, son of E. W. Eaves of the grain firm of Vollmer Clearwater Co., of Lewiston, Ida., was reported early this month as having had a nervous breakdown following a recent illness. He was taken to one of the city hospitals.

Monmouth, Ore.—My company is contemplating the building of a steel or concrete storage warehouse this spring. We want to build four or six bins with conveyors to and from our present wooden building which houses the cleaners and which has a capacity of about 60,000 bus. The new structure is to be for 50,000 bus. of wheat.—Monmouth Co-op. Creamery, J. E. Murdock.

Seattle, Wash.—At the annual meeting of the board of directors of the Merchants Exchange, held Jan. 22, Horace P. Chapman, sec'y-treas. of the exchange for the past year, was elected pres.; R. J. Acheson, vice-pres.; W. H. Berry, sec'y-treas.; board of trustees, besides the officers: R. M. Semmes, Harry B. Wyde, Harry A. Shook, Gordon T. Shaw, S. S. Namura, J. P. Hausman, Loren F. Lee, Wilmot Lilly.

Coffax, Wash.—The Roberts-Lukins Warehouse Co. has leased for 20 years from the Great Northern Railway Co. a 200-foot strip of land west of its main track here and contemplates building an elevator this spring for the bulk handling of grain, capacity to be 50,000 bus. Present tenants of the property have been notified to move within 40 days, among them being the Coffax Grain & Feed Co., which will move its chop mill and warehouse to a nearby location but will leave its feed mill in its present location at the north end of the strip of ground.

Portland, Ore.—Frank Clay, representing the Grain Exchange, appeared before the commission of public docks recently, in an effort to have one switching charge eliminated in connection with sales made on the exchange. He said that wheat sold on the exchange was delivered on the hold track until the buyer was known, for which there was a switching charge, and when delivery was made at a dock or elevator there was another charge. Transactions on the exchange would be facilitated and the cost of doing business lessened by doing away with the switching charge. The exchange was successful in receiving the endorsement of the commission in its efforts.

Spokane, Wash.—Mention has been made in the Journals at various times during the past year regarding the agitation for enlarged grain storage facilities for this city, and of the appointment of a special grain storage com'te by the Chamber of Commerce to study the situation and determine the needs. J. W. Bradley, vice-pres. of the Old National Bank & Union Trust Co., chairman of the special grain com'te, writes under date of Feb. 2: "There is nothing to add to the information in regard to the grain storage situation in Spokane. The Chamber of Commerce com'te is keeping in touch with the matter, but this does not seem to be an opportune time for starting the enterprise. Something may develop later." W. P. Romans, sec'y of the same com'te, states: "Nothing definite has been worked out here yet regarding our plan for grain storage. Existing economic conditions made it necessary to delay somewhat any project requiring considerable financing. We hope that conditions will improve so that something definite can be done during this year."

## PENNSYLVANIA

Philadelphia, Pa.—Armon D. Acheson, pres. of the Acheson Flour Co., Inc., from the time of its incorporation, died Jan. 30. The company will continue business without any interruption, with T. Marshall Holt as pres.

Philadelphia, Pa.—Ezekiel Dunwoody & Co., one of the oldest grain, feed and flour firms in this city and a member of the Commercial Exchange for 77 years, has appointed Waldo O. Fehling, who for years was in charge of the feed department of Samuel Bell & Sons, manager of its grain and feed department.

Philadelphia, Pa.—The Commercial Exchange election, held on Jan. 27, resulted in the re-election of Louis G. Graff as pres., and Philip R. Markley as vice-pres. Directors chosen were: Alfred J. Ball, E. D. Hilleary, L. R. Holmes, S. Gartland Horan, James S. McVey and Wm. C. Walton.

## SOUTH DAKOTA

Kadoka, S. D.—The Tri-State Milling Co., of Belle Fourche, has bot Peter Erickson's elevator here.

Canistota, S. D.—A hammer mill with a 50-h.p. motor has been purchased by the Farmers Elvtr. Co.

Dell Rapids, S. D.—I am out of the grain business.—W. G. Milne (who operated as the Dell Rapids Mill & Elvtr. Co.).

Carona, S. D.—The cause of our recent fire (Jan. 20) was unknown; loss, nearly \$20,000.—Empire Elvtr. Co., F. R. Remund, agent.

Esmond, S. D.—Starzel Bros. have purchased the middle elevator from Olaf Skatvold, of Centerville, and at present will use the building to store their own grain.

Garden City, S. D.—An old elevator is being converted into a feed mixing plant by the Farmers Elvtr. Co., which has bot a 26-inch attrition mill with two 30-h.p. motors.

Emery, S. D.—Wentz & Edzards purchased thru the Strong-Scott Mfg. Co. a Eureka Vertical Mixer No. 366 to be installed in their feed plant here. They plan on mixing feeds in connection with their grinding business.—C. H. Townsend.

Salem, S. D.—The McCook County Elvtr. Co. of this place has recently bot, thru the Strong-Scott Mfg. Co. a 24" attrition mill equipped with two 25-h.p. G. E. Motors. Other equipment was included to make a complete feed mill installation.—C. H. Townsend.

Garden City, S. D.—The Garden City Farmers Merc. & Elvtr. Co. is erecting a new feed mill building and installing a 26" Diamond Attrition Mill, with two 30-h.p. motors complete with blower system and a magnetic separator, necessary bins, etc. The T. E. Iberson Co. has the contract.

## SOUTHEAST

Bessemer, Ala.—The Huey-Hosey Grain & Elvtr. Co. is reported to be bankrupt, with debts listed at \$55,000 and assets at \$7,000, approximately.

Axton, Va.—The flour, feed and meal mill of the Axton Roller Mills that burned recently, is to be rebuilt, and the machinery replaced with new.

## TENNESSEE

Covington, Tenn.—Hunt & Jamieson, grain dealers have added a 10x30 foot room for the installation of a feed mill.

Nashville, Tenn.—J. H. Wilkes & Co., feed manufacturers, has been re-organized but will continue in business as in the past, with myself as pres. The full personnel of the new organization has not yet been fully de-

termined.—J. H. Wilkes Co., Inc., by R. H. McClelland, pres.

Clarksville, Tenn.—The plant of the Dunlop Milling Co. resumed operations last week under the new ownership of General Foods Corp., of which it is now a subsidiary, the name, brands and trademarks having been purchased as well as the physical properties. It was reported in the Dec. 24 Journals that Igleheart Bros., Inc. (which is a subsidiary of General Foods Corp.), had purchased the Dunlop plant.

## TEXAS

Cibolo, Tex.—Cibolo Grain Co., incorporated; capital stock, \$8,000; incorporators: Ewald, Oswald and Mrs. Lucinda Pfeil.

Dallas, Tex.—Burrus Panhandle Elvtrs., incorporated; capital stock, \$200,000; incorporators: J. Perry Burrus, Charles Newman and Jack Biard.

Dallas, Tex.—J. C. Crouch, of the J. C. Crouch Grain Co., was married, on Jan. 21, at Lake Charles, La., to Miss Era Chadick, whose parents reside at Winnsboro, Tex. Mr. and Mrs. Crouch will reside in this city.

McGregor, Tex.—One of the elevators of the McGregor Milling & Grain Co. burned at 1 o'clock a. m., Jan. 22. The barley, wheat and maize in the elevator was a total loss; covered by insurance. The company's other buildings were not damaged. The burned structure will be rebuilt.

Brenham, Tex.—Wisrodt & Co. recently opened a jobbing business here in grains, mixed feeds, millfeed and flour. Mr. Wisrodt was formerly connected with the Seguin Mill & Elvtr. Co., of Seguin, Tex., and also with the Texas Star Flour Mills, of Galveston. The company also operates a warehouse here.

Dalhart, Tex.—The plant under construction here by A. J. Mayfield, of Amarillo, and associates, consists of a 25,000-bu. elevator, a steel warehouse 30x70 feet adjoining the elevator, with a basement 16x30 feet containing machinery for the sweet feed mill, which will have a daily capacity of about 75,000 pounds.

Alice, Tex.—The Alice Cotton Oil Co. on Feb. 2 opened its new \$20,000 feed plant, which is equipped with the latest type of machinery for the manufacture of all kinds of mill feeds, including poultry preparations, dairy rations and horse and mule feeds. The capacity of the plant is 20 tons a day. The mill will also do custom grinding and mixing. Electricity is the motive power.

Dalhart, Tex.—The Dalhart Co-op. Elvtr., as it is known locally, burned at 10:30 p. m., Jan. 19; loss on building \$10,000, partly insured; loss on grain \$12,000, fully insured. It is believed that hoboes camping in the old boiler room were responsible for the fire. The building was erected by public subscription in 1909 and was originally intended for a flour mill, but has been used for years as an elevator. D. O. Hazelton and W. H. Johnson being the present owners. It was under lease to E. G. Beall, operating as the E. G. Beall Grain Co., who has now established temporary offices in the First National Bank Bldg.

# FORT WORTH

*Is the Better Grain Market — Use It and Profit*  
*Try any of these Grain and Cotton Exchange Members:*

**J. S. Bache & Co.**  
*Grain and Cotton Futures*

**Mullin-Brackett Grain Co.**  
*Strictly Brokerage and Consignments*

**Smith-Ingraham Grain Co.**  
*Export and Consignments*

**Transit Grain & Commission Co.**  
*Consignments, Brokerage*

**James E. Bennett & Co.**  
*Grain, Stocks, Provisions*

**E. M. Rogers Co.**  
*Strictly Brokerage and Consignments*



Plainview, Tex.—Ben F. Smith, for the past 10 years owner and operator of the Smith Grain Co. in Plainfield, has bot an interest in the Noble Grain Co. and will in the future be associated with E. N. Noble and Burns Noble in the management of the company. T. K. Norris has sold his stock in the company to Mr. Smith and severed his connection. Last year the company installed a complete feed mixing plant, and manufactures chicken and livestock feed.

Yoakum, Tex.—Burglars battered the door of a half-ton safe to pieces, in the office of the Wendt Grain Co., either Christmas eve or the following night, and escaped with \$150 in currency and silver, also about \$20,000 worth of checks. Entrance was gained by climbing upon a box car, beside the warehouse, breaking thru a glass transom and entering the warehouse, which adjoins the office. The safe was moved into the warehouse, and from the dents left on the iron door apparently heavy sledgehammers were used in opening it. Feed sacks were used to absorb the noise. The thieves made their exit thru a door used when unloading feed from box cars.

## WISCONSIN

Sauk City, Wis.—Geo. Von Wald has sold his interest in the Von Wald Bros. Feed Mill to Howard Elsing.

Glenwood City, Wis.—The grain elevator, mill and warehouse owned and operated by M. J. Garske burned on the morning of Feb. 8. Loss \$20,000.

Arlington, Wis.—Arlington Feed & Grain Co., incorporated; capital stock, \$20,000, or 200 shares at \$100 each; incorporators: Frank and Elsa Lyon, Geo. A. Hill; to operate elevators and do a general grain business.

Osceola, Wis.—The local elevator of the New Richmond Roller Mills, W. F. Kress manager, closed on Feb. 1 until further notice. It is said that the elevator has been operating at practically a loss for several months, consequently it was deemed advisable to close it. The company's New Richmond elevators will still receive grain.

Oregon, Wis.—The elevator and livestock business of the late J. S. Cusick has been taken over by Mrs. Grace Cusick and Frank Sweeney, the new firm to be known as Cusick & Sweeney, with Frank Sweeney as active manager. Mr. Sweeney has been connected with the business for 26 years and during the last few years much of the management has fallen to him.

## UTAH

Ogden, Utah.—P. C. Richardson Grain Co. has been incorporated with P. C. Richardson pres. and treas.

## Minneapolis Futures Ass'n

The Minneapolis Chamber of Commerce Futures Ass'n has recently been organized by the members of the Minneapolis Chamber of Commerce to develop, encourage and uphold sound economic principles by contacting with the country business man, elevator operator and grain shipper in an active informative program stressing the economic value and necessity of futures trading on commodity exchanges and combating opposition to or criticism of futures trading.

The new Ass'n now has some 70 members with a roster of well over 200 in prospect. Its officers are Henry J. Moreton, pres.; C. T. Burns, vice pres., and Wm. C. Wheelock, sec'y-treas., with offices in the Chamber of Commerce.

Its first successful accomplishment has been the inauguration of trading in corn futures at Minneapolis. A com'ite of the new Ass'n devoted much time to the investigation of corn trading and the formulating of a plan acceptable to the various trade interests involved. The rules drafted by the com'ite were so well considered that the vote in favor of their acceptance and establishment of the corn futures market in the Chamber of Commerce was 280 for to but 2 against.

## Patents Granted

**83,161. Portable Grinder.** Robert E. Hollett, Des Moines, assignor to Portable Milling Co., Des Moines, Ia. The patent covers only the ornamental design.

**1,788,410. Dust Collector.** Roy K. Runyon, Spokane, assignor of one-half to John Cartmell, Spokane, Wash. A dust collector comprising a housing, a lid pivoted to the housing, air-tight gasket connecting means between the lid and housing, an air intake and outlet for the lid, an inner casing open at both ends, the lower end of casing contracted to form a flange baffle, housing adapted to contain a pool of oil, a plurality of baffle partitions for the casing, one of baffles arranged to form a restricted passage with the flange baffle, and the other baffles arranged to form conduits with the air outlet.

**1,788,687. Oat Huller.** Jas. H. Mott and Carl C. Gray, Minneapolis, Minn. A casing, a rotating disk in said casing having a multiplicity of spaced diverging ribs formed on either side thereof, said ribs being spaced at their inner ends, means for feeding material at either side of said member to the inner ends of said ribs, a member at the outer side of and spaced from said disk and ribs against which the material is thrown by said ribs, and an outlet means on said casing.

**1,788,686. Oat Huller.** Jas. H. Mott, Minneapolis, Minn. A casing, a rotatable disk in said casing having ribs at one side thereof separated at their inner and diverging outwardly therefrom, the casing having walls parallel respectively to the sides of the disk and spaced from the disk and a wall extending circumferentially around the disk and spaced therefrom, a ring secured to the latter wall of less width than the wall thus leaving a chamber for discharging material at both sides of said ring and a discharge conduit for the casing leading from both sides of the ring, and both of the chambers.

**1,789,325. Conveyor Roll.** Arthur P. Strong, Mishawaka, Ind., assignor to Dodge Mfg. Co. A conveyor roll comprising, in combination, a cylindrical shell made from a section of commercial seamless steel boiler tubing; castings closing the ends of the shell, the castings having inner hubs extending axially for part of the length of the roll; spacing means for end members provided by a section of a seamless steel tube abutted at its ends against the inner faces of the end members; and means to prevent the shell and castings from separating.

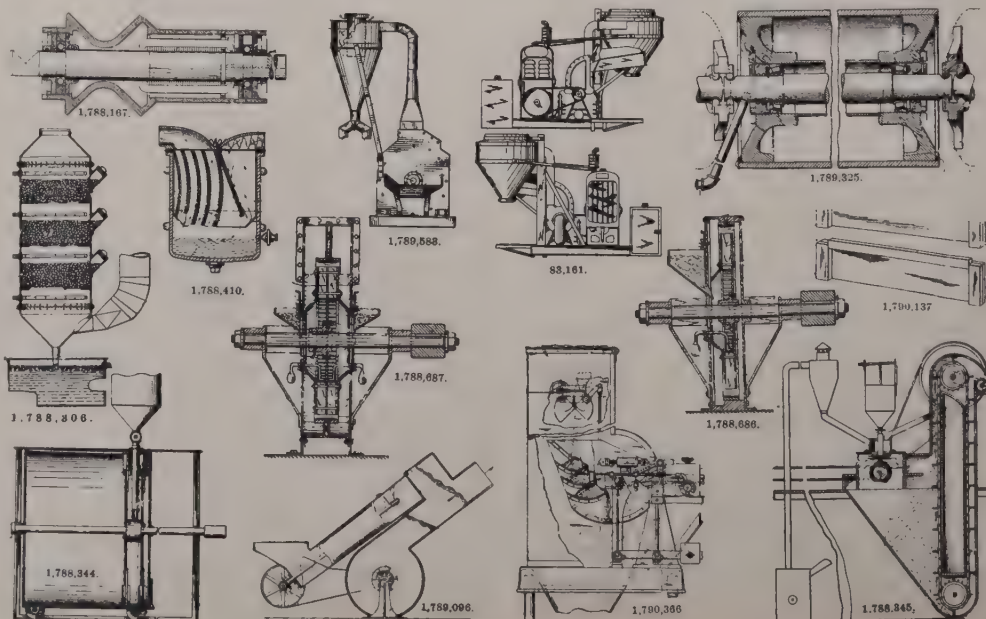
**1,790,386. Automatic Weighing Machine.** Wm. E. Cooper, Mendham, N. J., and Francisco A. Quiroz, Brooklyn, N. Y., assignors to American Machine & Foundry Co., of New Jersey. The combination with balance mechanism, of a tilting scale bucket carried by the mechanism and provided with a series of pockets in echelon, and a supply hopper discharging material to be weighed into the uppermost pocket from which surplus material may overflow into one or more of the other pockets.

**1,788,167. Motor Driven Conveyor Roller.** Willis McKee, Cleveland, O. A motor roller comprising a shaft, non-rotating motor stator thereon, an annular, elongated member rotatably supported on the shaft and carrying a motor rotor in position to rotate about the stator, the member having a concave outer surface for conveying and positioning heated articles, the surface being disposed out of radial alignment with the stator and rotor and having a diameter less than the diameter of the rotor carrying portion thereof.

**1,790,137. Grain Door Construction.** David W. Downhour, Union Furnace, O. Each of the sections of the door is formed with upright at each end adapted to butt against the inner marginal side edge of the door opening. A strip is provided on one of the longitudinal edges of each of the sections, the strip extending a distance above said edge and adapted to overlap the lower edge portion of the upper adjacent section and of such length as to fit in between the uprights of the upper adjacent section, the strips forming joints between the sections and serving to hold the sections in an operative alignment with respect to each other.

**1,789,583. Feed Grinder.** Raymond B. Elderkin, Denver, Colo. A feed grinder comprising: a cylindrical housing; side plates closing the sides of housing; clamp bolts clamping side plates against housing; a shaft mounted in side plates; paddles carried by shaft and arranged to rotate within housing; housing being provided with a feed opening adjacent its lower part and with a discharge opening in its upper periphery; an arcuate screen closing discharge opening and completing the periphery of housing; and a discharge compartment formed above the screen and a door opening to the compartment so as to allow removal of screen.

**1,788,344. Molasses Feed Mixer.** David E. Skirvin, Eugene, assignor of one-half to Thos. J. Skirvin, Eugene, Ore. A mixing device comprising a tank, a shaft extending longitudinally thru the tank and having means whereby it may be rotated at a high speed, means for conducting molasses to a point contiguous to the shaft and discharging molasses upon this shaft to thereby cause the shaft to throw the molasses out-





ward in the form of a spray, and means exterior of the point of discharge of the molasses upon the shaft for discharging the material to be mixed with molasses from one end of the tank toward the other end of the tank thru the spray.

**1,788,345. Feed Mixer and Molassizer.** David E. Skirvin, Eugene, assignor of one-half to Thos. J. Skirvin, Eugene, Ore. A feed mixer and molassizer comprising a hopper, horizontally disposed rotatable spaced disks disposed in the upper portion of hopper, the uppermost disk being annular, means for rotating disks at a high speed, means for discharging syrup thru the central opening of the annular disk on to the lower disk whereby the syrup will be discharged outward by centrifugal force in the form of a spray, a vertically disposed elevator mounted in the hopper and extending into the lower portion thereof and extending upward to the top of the hopper, a conveyor into which elevator discharges, the conveyor discharging the grain into the hopper above said rotating disks whereby the grain in passing downward into the hopper will pass thru the spray of syrup.

**1,788,306. Dust Collector.** Herman C. Kline, Springfield, Mass. A dust collector comprising a vertically disposed casing including a central section and end sections secured together, the end sections having tapered portions, an air outlet pipe connected to the tapered portion of the upper end section, a fan in the outlet pipe, an air inlet means laterally connected with the tapered portion of the lower end section, a tank below the tapered portion of the lower end section and aligned with the casing, said tank being in communication with the last mentioned tapered portion, superposed filtering material receiving trays in the casing, sprinkling means above the material on said trays and below the lowermost tray respectively whereby the air is moistened before and after passing thru the material, and discharge means for the tank.

**1,789,096. Pneumatic Conveyor.** Geo. Bernert, Milwaukee, assignor to Industrial & Utility Conveyor Co., Milwaukee, Wis. In a pneumatic conveyor apparatus having a blower fan a conveying air duct leading from the fan and in which a conveying current of air is created by the fan, a mechanical conveyor casing arranged adjacent the air duct and a mechanical conveyor mounted in the conveyor casing for conveying material longitudinally therethru, a chamber interposed between the discharge end of the casing and the air duct and thru which material conveyed thru the casing passes to be discharged into the air duct, a storage space in the upper discharge end of the conveyor casing in which the material conveyed thru the casing accumulates before entering the chamber, a valve normally closing the storage space from the chamber and past which material is fed in proportion to the feed of material thru the conveyor casing, and a port in said valve thru which a portion of the conveying current of air enters to contact with the material conveyed thru the conveyor casing.

### Evil of Pooling Contracts

[Continued from page 155]

dition to this the member agrees to pay "as liquidated damages for the breach of the agreement a sum equal to two cents a bushel for all grain" not sold to and thru the corporation. The member "is made subject to all the provisions of the Articles of Incorporation and By-Laws of the Corporation," which are a part of the contract but which the signer seldom, if ever, sees.

In short there are two specific restrictions in this contract which seem to be absolutely unfavorable to the grain producer, (1) The corporation with a large block of Class B. Preferred Stock has the voting control and (2) the compulsory marketing contract restricts marketing opportunities without offering any apparent marketing advantages.

### Why Pools Fail

By CHRIS. L. CHRISTENSEN, retiring sec'y of Federal Farm Board.

A farmers' co-operative marketing ass'n is a business enterprise just as in any other type of business undertaking, competent management is essential to its success. This is too often overlooked by farmers and leaders in their eagerness to organize. It is easy in this day to reach out for formulas and plans. These are plentiful. The situation is somewhat different, however, when it comes to finding the men with ability and experience to carry on successful management.

Wisely planned and intelligently directed management is by far the most important element in business success, and lack of it is the most frequent and certain cause of failure. The marketing of agricultural products is a business, and the farmers' co-operative ass'n that undertakes the job must ad-

here to the fundamental principles of good business.

There is a surplus of co-operative marketing plans and schemes but a shortage of men qualified to carry them out.

Articles of incorporation, by-laws, contracts, and highly developed organization and selling plans are worthless scraps of paper to the co-operative that does not have men well qualified to formulate the organization's policies and to manage its business.

Martinique has changed its import duties as follows: (rates quoted in francs per 100 kilos gross, old rates in parenthesis): Wheat, spelt, and meslin, in the grain 3 (5) and flour from these grains 9 (6); corn 7.10 (2.95) and corn meal 7.20 (3). The "octroi de mer" and "taxe de importation" remain at 3 francs per 100 kilos gross and 2 per cent (c. i. f. value) respectively on the above mentioned products.

1914

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES  
**Randolph Grain Driers**  
THIS DISTINGUISHES THE BEST FROM THE REST

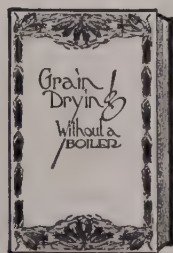
1931

SEVENTEEN YEARS MAKING  
NEW FRIENDS AND KEEPING THE OLD

Grain Drier  
without a  
BOILER  
That's a  
RANDOLPH  
for  
Elevators  
and Mills

There has never been a Randolph Drier removed and another make installed in its place; or a Randolph Drier offered for sale as a secondhand machine. Don't you think this is a remarkable record for 17 years in the manufacture of Drying Equipment?

Grain Drier  
with a  
COB BURNER  
That's a  
RANDOLPH  
for  
Country  
Elevators



Send for this catalog

When you buy Randolph Driers you buy  
Originality—never copies—and you are  
fully protected by patents.

WRITE OR WIRE

O. W. RANDOLPH COMPANY  
TOLEDO, OHIO ♦ U.S.A.



## Supply Trade

**Buffalo, N. Y.**—Chas. G. Hammond, for many years president of Huntley Mfg. Co., died Jan. 28 at the age of 73.

**Chicago, Ill.**—During the month of January, 1931, the Zeleny Thermometer System was installed in 61 bins for the Ballard & Ballard Co., Louisville, Ky.

**East Pittsburgh, Pa.**—A new line of circular chart recording instruments, identified as Type A, including voltmeters and ammeters, is described in Leaflet 20512, recently published by the Westinghouse Electric & Manufacturing Co., Newark, N. J.

**Sidney, O.**—At the recent annual meeting stockholders of the Sidney Grain Machinery Co., the following officers and directors were re-elected: Wm. Jaffe, pres., John Schlagetter, vice-pres., Carl F. Berger, sec'y-treas. and gen'l manager. Additional directors Oscar Burns and Carl Schlagetter.

**Moline, Ill.**—W. S. Brashear has been elected president and general manager of the Barnard & Leas Mfg. Co., succeeding A. R. Weigel. The new president has had wide experience in the milling industry in the U. S. and foreign countries, both as a miller in flour mills and as general agent for the company he now heads.

**Ithaca, N. Y.**—Grain elevator operators are always interested in the economical transmission of power. They will also be interested in the Morse Data Book Bulletin 38G just published by the Morse Chain Co. This book gives valuable information relative to the transmission of power and should be on the desk of every elevator operator. A copy will be sent upon request.

**Miami Beach, Fla.**—Cyrus H. K. Curtis, president of the Curtis Publishing Co., recently told the com'ite of 100 social organizations here that advertising will make fortunes. The policy of some advertisers to save expenses by cutting down on their advertising is "foolish," he said, adding, "Everything that is done is built on advertising and intelligent advertising will make your fortunes." He said his company spent \$1,000,000 last year in advertising and plans to spend \$2,000,000 this year. "In a period of depression," he said, "we must run as fast as we can to stay where we are."

**New York, N. Y.**—Width of mesh and wire diameter will be carefully considered by the American Standards Ass'n at the request of the American Society for Testing Materials. A proposal of a series of standard testing sieves believed to be internationally acceptable will be submitted to all member bodies of the International Standards Ass'n when it has been worked out by the Polish secretariat, and laid by the ASA before the ASA technical com'ite on sieves, if it turns out that such a com'ite is appointed. The American interests will then be asked to submit criticism and comments on the proposal and make such counter proposals as they see fit, reflecting the position on the subject in the United States.

**Marion, O.**—The following have recently purchased Haines Feed Mixers: Elida Farmers El. & Exch. Co., Elida, O.; Silex Mills, Silex, Mo.; Far. Prod. & Grain Exchange, Chillicothe, Mo.; Far. Market & Supply Co., Petersburg, Mich.; Mayer Grain Co., Roann, Ind.; Minerva Mfg. Co., Minerva, O.; Madill Feed Co., Madill, Okla.; Harrow Farmers Co-op. Ass'n, Harrow, Ont.; Bender & Marnier, Kalona, Ia.; Bell Hatchery, Smiley, Tex.; Jones Grain Co., Hamlin, Tex.; Dallas County Farmers Exch., Buffalo, Mo.; Peck & Larsen, Laurel, Neb.; W. A. Klemm, Al-

bertville, Minn.; D. P. Caylor, Ringgold, Pa.; San Angelo Grain Co., San Angelo, Tex.; G. M. Illig, Juneau, Wis.; Eikenberry & Son, Columbus Grove, O.; Kasper Bros., Lancaster, Wis.; Wooster Equity Co., Wooster, O.; Grant Coal & Feed Co., Marion, Ind.; Berne Grain & Hay Co., Berne, Ind.; Beaver Crossing Grain Co., Beaver Crossing, Neb.; Perkerson & Son, Austell, Ga.; Myers & Smith, Chili, Ind.; Isadore Bean Co., Grand Junction, Mich.; Windham Feed Co., Windham, O.; Louisville Mill Wrecking Co., Louisville, Ky.; Wolgemuth Bros., Florin, Pa.; Ashgrove Farmers Ex., Ash Grove, Mo.; Lomira Co-op. Co., Lomira, Wis.; Signer & Signer, Arcadia, Mo.; Farmers Co-op. Co., Cabool, Mo.; Farmers Mfg. Co., Graham, Tex.; Conrad Feed & Seed Co., Silverton, Ore.; Waterford Roller Mills, Waterford, Wis.; Davidsville Flour & Feed Co., Holsopple, Pa.

### Rosco-Ajax Huller Added to Hart-Carter Line

The Hart-Carter Co. announces it has taken over the manufacture and sale of the Rosco-Ajax Oat Huller formerly manufactured by the Rosco Huller Co., Fort Dodge, Ia. This new product will be added to the general line of Hart-Carter grain cleaning and handling machinery.

Carter discs, the patents for which are owned by the Hart-Carter Co. and which have been in use for a number of years for oat and groat separations, are incorporated in the design of the Rosco Huller. They give to the machine the same advantages that they give to Carter Disc Separators.

In the past three years it has been found that hulled oats is a concentrated feed and a most valuable cereal for feeding hogs and chickens. To the small pig and the growing pig it is invaluable as a muscle and tissue builder.

The hull of the oats is largely crude fibre, very little of which is digestible and practically the entire feeding value is in the groat. The removal of the hull which constitutes from 20 to 45 per cent of the total weight of the oats (averaging about 30 per cent) makes the hulled oats or groats a highly digestible and concentrated feed, producing meat and weight quickly and at low cost.

Cars leaking grain on arrival at unloading elevators in Chicago during 1930 numbered 3.96 per cent of the total received.

Germany will continue the inspection of imports of barley, from the United States. The decree of Sept. 27, 1928 has again been prolonged, to remain in effect until June 30, 1931, according to a report received from George A. Gordon, Charge d' Affaires ad Interim, Berlin. At the same time the closing of the grain inspection station at Duisburg-Meiderich was ordered. Barley from Texas, Kansas, Oklahoma and Colorado will be passed without inspection.

### Farm Board Wheat for Poor Relief

The Senate com'ite on agriculture on Jan. 20 ordered a favorable report on the Capper bill to authorize the use of Farm Board wheat for relief purposes.

The revolving fund of the Farm Board would be credited with the value of the 20,000,000 bus. of wheat.

Alexander Legge, chairman of the board, said that the wheat and cotton would be furnished to the American Red Cross, or any responsible unit of government on easy terms. He did not know what rate of interest, if any, would be charged. The wheat and cotton will be sold at the present market price.

Officially the Board announced Jan. 20 that "While under the Agricultural Marketing Act such supplies cannot be donated, the Board will cause the Stabilization Corporation to furnish their commodities to any responsible unit of Government or to the American Red Cross upon easy terms, which will enable these agencies to promptly alleviate distress."

"The Board is aware that wheat and cotton are not adequate to meet the situation, but these products can readily be exchanged for the processed commodities that are derived from grain and cotton. The Stabilization Corporations will render every assistance in effectively carrying out the proposal here made."

Pipe lines for the shipment of grain are being experimented with by engineers, according to a steel trade magazine.

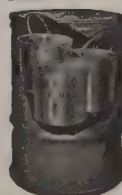
### Sprout, Waldron & Company, Inc., Opens Buffalo Office

Consistent with a long established policy of providing better and better service to the grain elevator and milling industries, Sprout, Waldron & Company announce the opening of a permanent office in Buffalo, N. Y. This office has been placed in charge of Mr. F. R. Snodgrass, who goes to Buffalo direct from the Home Office. Mr. Snodgrass is a graduate Engineer. He has been with the company for nearly five years, serving as a shop foreman, draftsman, estimating engineer and sales representative. This specialized training has equipped him with an unusual knowledge of the Monarch Line. Mr. Snodgrass is available to give you assistance on any of your equipment problems, and will welcome any opportunity to be of service. He is located in the Genesee Building.



F. R. Snodgrass, Buffalo, N. Y., Rep. Sprout, Waldron & Co.

## FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.  
Carbondale, Penn.  
Shipping Points—  
Peoria, Ill., and Carbondale, Pa.



### B. F. Traxler Passes Away

The death of B. F. Traxler removes from the ranks of the traveling grain solicitors one of the most respected representatives of the Chicago grain receivers.

Born on a farm near Butler, O., May 2, 1852, he attended the high school there and at the age of 19 went to Illinois, to which state he returned after a few years in California. In 1874 he engaged in the grain brokerage business at Leavenworth, Kan., leaving there in 1899 to go to Chicago where, after a connection with Rosenbaum Bros., he entered the employ of Frank

Baker, who had a joint account with the Nash-Wright Grain Co. He remained with that firm for 25 years and then went with E. D. Risser.

Mr. Traxler was deeply interested in religion. He carried his Bible with him, and was a member of the Gideons, who have placed the Bible in hotel rooms. At Leavenworth he was active in Y. M. C. A. work, and his home was the gathering place for Y. M. C. A. workers of the state. He is survived by Mrs. Traxler, a son and two daughters.

### Grading of Corn At Indianapolis

During the first three months of the new corn crop year, namely October, November, and December, 3451 cars of corn were received at Indianapolis, namely 295 during October, 1575 during November, and 1581 during December.

The average moisture content of the corn each month ranged from 20.2 per cent in October and 19.4 in November, to 18.8 in December.

The average damaged kernels were 3.6 per cent October, 4.1 per cent November, and 4.5 per cent in December.

The average test weight per bushel of the new corn was 54.4 lb. October, 54.5 lb. November, and 54.6 lb. in December.

The damaged corn is due principally to cob rot kernels. It seems that the unseasonable warm days of November resulted in an increase in the percentage of corn getting out of condition, and although the percentage of moisture was materially reduced, the average test weight was not materially increased. Expert observers blame the damaged corn of Indiana to late planting, early frost, and a wet maturing season. In fact, some are quite emphatic in recommending the more general use of earlier maturing varieties. Then too, the lack of proper care of corn after it is gathered seems to have contributed largely to its being brought to market in damaged condition.

Sam A. Holder, chief inspector at Indianapolis reports that during the first 17 days of January of the 687 cars of corn inspected, 28 graded No. 3 white, 33 No. 4 white, 203 No. 3 yellow, 314 No. 4 yellow, 5 No. 3 mixed, and 29 cars No. 4 mixed. The receipts grading lower included 43 cars No.

5, 16 No. 6 and 7 Sample, and since then there has been a gradual improvement in the condition of the receipts.

### Farm Verdict on Government Relief

W. I. Drummond, chairman of the board of governors of the American Farm Congress, in a radio address recently said:

"Failure of governmental attempts to help the farmer is the outstanding feature of the present agricultural situation in the United States. This fact has been so conclusively established that the country is now faced with the problem of revising its farm policy in its entirety. To allow the present drift towards paternalism is unthinkable.

"It is but natural that co-operative ass'ns financed by the Farm Board support and defend it. It is equally natural for established co-operative ass'ns to oppose a policy which spells their ruin. The Farm Board lends no money to ass'ns that it cannot control. The marketing agencies that it has set up or recognized are not free. They are the agencies of the board, and therefore of the government.

"The government is driving legitimate and needed support from every market it invades.

"It is contended that the Farm Board now is maintaining the price of American wheat above the world levels. Since wheat is worth slightly more than corn for many feeding purposes, it could not go lower, because it rests upon the price of corn, which is kept up by the short supply, and by the tariff.

"Only a free agriculture can prosper. American agriculture no longer is free. It is being strangled by bureaucracy. The initiative and self-respect of thousands of good farmers are being destroyed. The competent and resourceful are being handicapped by the competition of the inefficient, many of whom stay in the game in the hope of governmental salvation."



B. F. Traxler, Chicago, Ill.  
Deceased



Hess Direct Heat Drier for Country Elevator Plant of John McWilliams, Jr.,  
De Witt, Ark.

## HESS DIRECT HEAT DRIERS

ARE  
MONEY MAKERS

*Large or Small for Ter-  
minal or Country Elevators*

**NO BOILER REQUIRED**

*Simple to Install  
Simple to Operate*

**Write Us**

**HESS WARMING & VENTILATING CO.**  
1207 SOUTH WESTERN AVENUE  
CHICAGO, ILLINOIS

**HESS DRIER COMPANY OF CANADA, LTD.**  
68 Higgins Avenue, Winnipeg, Manitoba

*Hess Driers Are Patented, We Do Not Infringe Patents of Others, We Guarantee This.*



# Field Seeds

## Seed Trade Notes

**Alexandria, La.**—The Gulf States Seed Co., has been incorporated and its capital increased from \$20,000 to \$100,000.

A smut ball the size of a grain of wheat contains from two to eight million smut spores. Planting wheat that has not been treated is a costly experiment.

**Victoria (C. I. Nos. 2401 and 2764)** oats, in cooperative investigations between the U. S. D. A., and the Iowa and Kansas experiment stations, showed unusual resistance to crown rust.

Present prospects are for an unusual spring demand for forage crop seeds. Last year's drouth and close pasturing played havoc with many thousands of acres of meadow, making heavy replanting a necessity.

Among the seeds offered for sale in the West Virginia Market Bulletin, by growers of that state, there is one variety that should be a very heavy seller. It is pumpkin pie seed and it is offered at 8 cents a handful.

The Colo. Agricultural college says that growing red clover seed is a profitable enterprise in that state. In every area where tests were made, yields were above the average for the leading red clover seed producing sections of the U. S.

The Iowa Ag. Exp. Station reports that extension tests have shown that red clover from any part of the U. S., except Oregon is satisfactory for planting in Iowa. "Seed produced in Iowa, Ind., Ohio, Ill., and Missouri, has given equally satisfactory results."

Experiments with Trebi barley in Wisconsin show that the grain yield is much less than with Wisconsin Pedigree No. 38, according to the state dep't of Agriculture. In 1930, Trebi yielded 11.3 bu., to the acre, less than the Wisconsin strain, and in 1929, the yield was 19.4 bu., less.

State seed commissioner Kraybill of Indiana is again warning farmers, and others that they cannot sell seed that they have advertised unless it carries one of the tags provided by the seed law. The grower may sell his own seed, without its being tagged, provided he has not advertised it through the medium of the press, circular or catalog, and does not deliver the seed away from his own premises.

## Directory

### Grass and Field Seed Dealers

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.  
Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

**Burlington, Iowa**—The Dehner Seed and Supply Co. has filed articles of incorporation here, capitalizing itself at \$75,000. Its officers are J. A. Dehner, president; Lawrence Dehner, vice-president, and Louis J. Dehner, secretary-treasurer. The officers and Edmund and Paul A. Dehner form the board of directors.

### Takes a Rap At Oregon Red Clover

A press notice from the N. Y. State Colleges of Agri., headed "Buy Hardy Seed, Warns Russell," comments as follows on seed certification and on some of the seed being brought into New York state, for local use.

"Seed certification has many virtues—and also its sins, judging from the warning issued to New York state farmers and seed dealers by Prof. F. P. Bussell of the New York state college of agriculture. A car of Kansas alfalfa seed and a car of Oregon red clover seed, both of certified seed, are headed to New York.

"Prof. Bussell casts no reflection on the quality of the seed, its trueness to variety, or freedom from weeds, but he says that such non-hardy seed will not grow and yield well in New York. Recent tests at the college of agriculture show that Oregon clover yielded but 65 per cent as much hay as did hardy seed from Michigan. This seed, since it is domestic, is not stained and it will be difficult, if not impossible, to identify it.

"For alfalfa, Prof. Bussell advises growers to sow only the hardy variegated types such as Grimm or Ontario variegated."

### Seed Imports Down

Imports of alfalfa, orchard grass, Italian rye grass, bent grass, Cheving's fescue, perennial rye grass, rape, and hairy vetch seeds for the first 7 months of this crop year were materially less than for the same period a year ago, while imports of red top were almost twice as large. Comparative figures, in pounds, are as follows:

	1930	1929
Alfalfa .....	142,200	202,900
Orchard grass .....	251,500	315,300
Italian ryegrass .....	159,600	233,600
Perennial ryegrass .....	594,100	721,800
Bentgrass .....	102,900	469,300
Cheving's fescue .....	761,200	823,600
Rapeseed .....	3,536,400	5,272,900
Hairy vetch .....	1,402,800	2,016,000
Redtop .....	606,760	339,700

Russian grain exports are officially reported to have been 2,269,405 tons in 1929-30 against 313,314 tons during the fiscal year 1928-29.

Corn is being grown successfully in Western Canada. An exhibit of very fine corn grown in Saskatchewan was made recently at the provincial corn show at Weyburn.

WE SPECIALIZE IN  
ALFALFA—RED CLOVER  
BLUE GRASS—CANE—SUDAN  
AND MILLET  
WRITE FOR SAMPLES AND PRICES  
**RUDY - PATRICK SEED CO.**  
Kansas City, Mo.

### ED. F. MANGELSDORF & BRO.

Buyers and sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

## Weed Control Program

The Weed Control Com'te of the Seed Council of No. America is presenting the following program for each of its member organizations, and obviously it is a program which might well be sponsored by every organization of grain, feed and seed men, as well as every individual dealer, thruout the country:

To advise farmers to clean or have their seed grains recleaned, to remove weed seeds before planting.

To urge farmers to secure expert tests for purity and germination before planting any seed, whether they grow it themselves, buy it from a neighbor or from any other source.

To advocate the use of better and cleaner seed.

To enforce pure seed laws more efficiently and effectively.

To police the farmer-to-farmer and farmer-to-country dealer-to-farmer channels of seed distribution, in the states which do not exempt sales by farmers.

To strengthen present seed laws by making every source of seed distribution subject to the requirements of the law.

To devise a uniform system of premiums and discounts, to be reflected in buying prices, in order to encourage the production of better and cleaner seed.

To discourage "bargain" hunting in seed purchases.

To discourage the publication of false or misleading seed advertising.

To disseminate information as to correct methods of cultivation and crop rotation directed toward the control of weeds.

To strengthen regulatory methods of weed control.

To regulate the distribution of live weed seeds in mixed feeds and mill feeds.

To advocate that harvesting machinery be thoroughly cleaned between jobs.

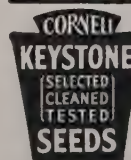
To urge Highway Commissions to cut weeds closer to fences and other obstructions.



**Timothy—Red Clover  
Sweet Clover—Alfalfa**

**HAMILTON  
SEED & COAL CO.**  
Cedar Rapids, Ia.

We Offer  
**Sweet Clover, Red Clover, Alsike,  
Seed Corn, and Soy Beans.**  
Samples and prices on request.  
**WM. H. SUFFERN SEED CO.**  
DECATUR, ILL.



**CORNELI SEED CO.**  
FIELD SEEDS  
BUYERS & SELLERS  
ST. LOUIS, MO.

**CRABBS REYNOLDS TAYLOR CO.**  
CRAWFORDSVILLE, IND.

**GRAIN**  
Clover and Timothy Seeds  
GET IN TOUCH WITH US

### LOUISVILLE SEED CO.

BUYERS AND SELLERS  
All varieties CLOVER, FIELD and GRASS  
SEED, SOY BEANS and COW PEAS  
226 No. 15th St. LOUISVILLE, KY.  
Long Dist. Phone 6727-6728



## Warns Against "Bargain" Seed

In urging farmers of that state to find means, if possible, for putting out a normal acreage of clover or colver and timothy mixtures, Associate Agronomist Thatcher of the Ohio Ag. Exp. Stat., says:

Cheap or "bargain counter" clover seed is, in the end, waste of good money. Clover seed may be cheap because of one or more of the following factors: old seed, low germination, noxious weed seed content, inert matter, or unadapted foreign seed.

Fortunately, Ohio is well supplied with conscientious seedsmen who prefer to sell only the best seed obtainable and who are ready to adjust any reasonable complaint on the part of the customer.

Numerous tests by the Station have shown that Ohio grown red clover seed may be expected to give best results with seed from Ind., Ill., Minn., Wis., and Mich., a very close second. Canadian red clover seed is satisfactory, being almost equal to domestic, and better than other foreign strains.

Red clover seed from Oregon or other sections of the mild climate of the Pacific Coast produce stands that winterkill in Ohio except during our mildest winters.

Red clover seed from Europe and South America has not been as productive as domestic seed. The least desirable foreign seed is Italian. All foreign red clover seed so far tested, with the exception of Canadian, has failed to recover after the first cutting for hay. Italian red clover seed and other foreign red clover seed of unknown origin is stained 10 per cent red, before being permitted entry into this county. Beware of such seed. Other foreign red clover seed of known origin, except Canadian, is stained 1 per cent green. Canadian seed is stained 1 per cent iridescent violet. This color is difficult to detect since it approaches the normal color of many red clover seeds.

The corn surplus of the Union of South Africa is estimated by the Dept. of Agriculture of the Union at 14,358,000 bus., at the end of December, 23,700,000 bus. already having been shipped. The crop was 82,401,000 bus., against 66,745,000 bus. the preceding season. Fortunately for the growers the Union has no Farm Board to hold the surplus in the show windows; its exporters are getting rid of it.

## Seed Movement in January

Receipts and shipments of seeds at the various markets during January, compared with January, 1930, in bus., except where otherwise noted, were:

FLAXSEED				
	Receipts		Shipments	
	1931	1930	1931	1930
Chicago .....	51,000	52,000	.....	.....
Duluth .....	73,418	15,143	85,949	162,395
Ft. William ....	104,930	24,103	31,310	12,259
Minneapolis ....	400,900	180,440	151,640	55,660
New York .....	.....	.....	61,814	.....
Superior .....	60,737	6,500	119,860	43,786
KAFIR AND MILO				
Hutchinson .....	221,000	245,700	.....	.....
Kansas City .....	161,700	295,900	130,000	313,000
Wichita (k) .....	16,900	31,200	5,200	14,300
Wichita (m) .....	20,800	9,100	2,600	2,600
CANE SEED				
Hutchinson .....	7,800	22,100	.....	.....
Kansas City ....	57,500	46,000	2,300	.....
SORGHUMS				
Cincinnati .....	1,400	2,800	.....	.....
Ft. Worth .....	149,800	362,600	25,200	92,400
New Orleans ....	4,200	2,800	.....	.....
CLOVER				
Chicago, lbs. ....	1,224,000	758,000	592,000	930,000
Milwaukee, lbs. ...	38,730	121,255	397,880	523,215
New York, bags. ...	300	.....	2,568	.....
TIMOTHY				
Chicago, lbs. ....	317,000	600,000	1,158,000	1,211,000
Milwaukee, lbs. ...	.....	30,000	66,405	183,778

# Distribution of Better Seeds

Address by E. G. BOOTH, State College, Fargo, at Elevator Men's Convention, Minot, N. D.

Surveys have now been conducted in 18 counties of North Dakota to determine the quality of wheat produced during the 1928 and 1929 growing seasons. The percentage of mixed wheat varies from 1.3 per cent in McKenzie county to 42.7 per cent mixed wheat in Stutsman and Cavalier counties in the 1929 crop.

I need not dwell on this serious condition with respect to mixtures. You men are better acquainted with it than I am.

Mixtures are the result of several causes. One of the most serious causes is the up and downward swing of market prices as between bread and durum wheats, which influences farmers in the eastern half of North Dakota to grow both varieties or shift back and forth from year to year. This in itself would not be serious if it were not for two local conditions. Climatic conditions in North Dakota, including insect injury such as the saw fly, and harvesting losses with the combine and threshing machine, result in a considerable quantity of grain being scattered over the field at harvest time. This quantity varies from 30 pounds to one or two bushels per acre. In itself this quantity is a substantial seeding. Our fall growth is not sufficient to destroy this broadcast seeding and as a result an enormous mixture follows. We only seed a bushel of wheat and if there is already a half bushel on the ground, the mixture the next year would be in the proportion of two parts of the new crop to one of the previous seasons.

Lack of adequate bin space in elevators constructed primarily to handle wheat and now handling many other crops is another local condition. Mixed farming, diseases, depleted soil and other causes have resulted in the introduction of new crops, grades, and varieties, to such an extent that separate bin space is not available. Competitive buying, and in some instances lack of bin space, compels the grain trade to protect themselves and thereby results in failure to penalize mixtures and diseased grain as brought to the elevator. We know, full well, that if farmers produced only disease-free, unmixed grain, the elevator problem would be small. On the other hand, if the farmer who delivered smutty or mixed grain was discounted five or ten cents per bushel, our problem of interesting him in better seed and treating methods would be greatly reduced.

**Premium for Clean Grain at the Elevator.**—The North Dakota Crop Improvement Association recognized the mixed grain situation in a resolution at their annual meeting, January 21, 1931, in which they recommend to the grain trade that the growers of clean grain be not penalized by giving them the average community price for their product.

Concerted educational effort and a well-planned seed program minimizes mixture. I believe this is amply borne out in the results of our surveys in northeastern North Dakota. Note the relative freedom from mixture (1929 crop) in Walsh county, with 5.7 per cent mixed grain; Grand Forks, 21.5 per cent (1928); Nelson, 18.9 per cent (1929); Cavalier, 42.7 per cent (1929); Pembina, 12.1 per cent (1929). Incidentally Pembina with a reasonably low mixture percentage has done considerable seed improvement work for many years but not as intensively as in Walsh county. Walsh county has carried out an intensive seed improvement program during the last three years and has had the services of a resident seed inspector.

The program of pure seed production developed by the Extension Service in the past three years in cooperation with other agencies, including the Pure Seed Department, has resulted in the training of several hundred seed growers and in making available a sufficient quantity of good seed to change this entire picture in one or two years if satisfactory distributing methods are developed. The local elevator can provide this facility if they develop the policy of constructing a small seed shed similar to the coal sheds now in existence.

Pure seed growers in the community can be relied upon to fill special seed bins alongside elevators and to do so at a reasonable price over local card quotation. This grain would not be certified or registered, but would be grown from certified or registered seed or at least be of desirable purity and the right variety. Elevator men could exchange seed from this bin for the commercial grain of their patrons, say in proportion of 80 or 90 bushels for 100 bushels.

A permanent system of bulk exchange of good seed thru local seed bins would encourage our seed growers and increase the demand for certified seed.

We have an admirable group of seed dealers in the state who have built up a splendid organization for handling certified seed. Their business should be increased by the construction of local seed bins and the outlet for commercial grade seed produced from certified stocks.

The county extension service stands ready to supervise the selection of growers, train these men, determine the proper varieties and cooperate with the elevator manager in the development of this bulk seed exchange program.

Construction of local seed sheds offers one way of improving the quality of commercial grain and, at the same time, does not introduce risk or expense such as is incurred in the importation and distribution of pure seed.

Our object is to develop permanent growers, permanent exchange facilities and a habitual exchange policy for better seed on the part of the average grain grower.

A Com'te of this association might well be organized to work with the Extension Service and local county agents in developing this state program for the exchange of good, pure seed.

**Varieties to Grow.**—Experimental work leads us to recommend only four wheats in North Dakota.

Ceres is a very desirable variety for the entire state and according to the best commercial milling reports available, has shown desirable milling quality in the milling tests to date.

Marquis should be grown in areas which are not seriously affected by rust.

Mindum is the outstanding variety of durum wheat.

Kubanka is a close second and should be grown in the western part of the durum belt.

Reward is the most desirable early wheat but does not yield favorably in comparison with Ceres and should only be used for special purposes such as early combining.


Hope wheat does not show the degree of drought resistance or yielding ability found in Ceres.

We apply two tests to all varieties before they can be generally recommended. These

## Courteen Seed Co.

Established 1892

## Milwaukee



Specialize in

# ALL CLOVERS

# TIMOTHY

and

# ALFALFA

Your Offers and Inquiries Solicited



# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

are subjecting the samples to bake shop abuse or other commercial use and subjecting them to field abuse which means determining their ability to yield under adverse climatic conditions, including drought, excessive moisture, low temperatures and periods of heat. Field abuse also includes ability to yield satisfactorily on poorly prepared land which is low in plant food and may contain a high degree of disease infestation. Laboratory and field abuse tests compare with the farmer's and merchant's idea of the test which they call "the practical application" and "every-day use."

We have three varieties of flax which are outstanding in the state. These are Bison, Buda and Linota. All others, including Argentine, may be discounted for one reason or another.

The barley problem is increasing in importance. Hannchen is the leading two-row variety for those who wish to grow this type. Most of the barley grown in the state is of the six-row type. Formerly we only recommended Manchuria which is a high-yielding variety of suitable quality for malting purposes. Recently Trebi has come to the front as a high-yielding popular sort. Trebi germinates slowly and sometimes uniformly. It is, therefore, unsatisfactory for the preparation of malt products in the United States. Feeding trials in North Dakota, Minnesota, Montana and Colorado do not substantiate the claims that this is an inferior feeding variety. There may be a slight difference in favor of other varieties but, as yet, this has not become outstandingly apparent in feeding trials.

The growing of oats in the state is declining but will soon reach a feeding basis adjusted to meet production on the farm, if it has not already reached such point. Two types are commonly grown for grain production in the state. The most important of these is the mid-season type of which the standard variety is Victory. The College is introducing a new rust-resistant selection known as Rainbow which may be used to replace Victory and other mid-season varieties. Of the sixty-day type of oat, the outstanding variety is Gopher but a new yellow oat known as Iogold is now being recommended for experimental purposes. It is recommended because of its rust-resistance, but owing to the fact that it belongs to the sixty-day group, it should only be used in areas where growers favor this type of oat.

## No. Dakota Cereal Varieties

From field tests, the No. Dak. Dep't of Ag. finds the outstanding cereal varieties to include Rainbow oats; Trebi barley; Ceres wheat, and Linota flax. Strains of Minn. No. 13 and Northwestern Dent corn, adapted locally, matured earlier and yielded more grain, than strains of these corns, used without adaptation.

A cool season was found to favor the production of a wheat crop with a high test weight per bu., while high temperatures, especially late in the season, affect test weight adversely.

## Chamber of Commerce Helps Sell Seeds

The council of agri. of the Duluth Chamber of Commerce has worked out a plan to assist Minnesota seed growers to dispose of surplus seed.

Farmers have been asked to forward to the council information as to the amount of seed for sale, and the price asked. Samples are also to be sent and these are to be displayed in Duluth. The information is to be compiled in catalog form and sent to seed houses in various parts of the country.

## Toledo Seed Prices

The following table shows the range of prices for seed on the Toledo market for cash and the futures for clover and alsike for week ending Feb. 7: \*

Clover:	High	Low	Close	Yr. ago
Prime clover, old.....	\$14.50	\$14.50	\$14.50	\$10.85
Prime clover, new.....	15.00	15.00	15.00	11.00
Prime choice cash, new	15.35	15.35	15.35	.....
Prime choice cash, old	14.80	14.80	14.80	.....
February .....	15.00	15.00	15.00	11.00
March .....	15.15	15.15	15.15	11.10
Alsike				
Cash .....	13.90	13.90	13.90	10.65
March .....	14.00	14.00	14.00	10.80

**Sale by Sample.**—In sale by sample, seller impliedly warrants that bulk of article sold agrees in quality with sample.—*Dunbar-Dukate Co. v. Martin Fountain & Co. Supreme Court of Louisiana.* 131 South. 185.

**Arbitration.**—Testimony of arbitrator showing that award was arrived at otherwise than in manner required by agreement of arbitration held admissible. Agreement of arbitration is law of case in confirmation proceedings, and award outside scope of agreement is void.—*Stove v. Mutual Home Builders Corp. Supreme Court of Michigan.* 233 N. W. 391.

**Negligence of Water Carrier.**—Thru carrier transshipping grain on another's ship was liable for miscarriage as though it had owned ship. Under contract made in Minnesota for carriage of grain from Duluth to Montreal, where vessel sank in Canada due to negligence, carrier was excused under Canadian statute if ship was seaworthy.—*Louis-Dreyfus v. Paterson Steamships. U. S. Circuit Court of Appeals.* 43 Fed. (2d) 824.

**Agreement not to Engage in Business.**—Seller's agreement not to engage in lumber business within 10 miles did not prohibit building contracts within 10-mile limit. Seller re-engaging in business outside limit fixed in sales agreement could do business with those coming to him from restricted territory. Delivery by seller of business re-engaging in business outside limits prescribed, to persons within restricted territory coming to him voluntarily, was not violation of contract.—*Midland Lumber & Coal Co. v. Roessler. Supreme Court of Wisconsin.* 233 N. W. 614.

**Title to Crops.**—In proceeding by landlord to recover share of crops grown on land sold under trust deed, intervening purchaser had burden of establishing title. Purchaser under trust deed, not acquiring legal title until delivery of deed, was not entitled to crops, if divided between landlord and tenant before deed was delivered.—*Jennings v. Shannon. Supreme Court of North Carolina.*

**Validity of Transaction on Exchange.**—Language of contract for purchase and sale of commodity on exchange is not conclusive on question whether contract constitutes gambling transaction. Whether contract for purchase and sale of cotton on exchange constituted gambling transaction held for jury under evidence showing intention to settle for difference between contract and market price.—*Andrews v. Geo. M. Shutt & Co. U. S. Circuit Court of Appeals.* 44 Fed. (2d) 337.

**Carrier's Liability for Theft or Negligence.**—Bill of lading issued at foreign port, exempting carrier from liability for theft or

negligence, held unenforceable, notwithstanding provision that foreign law, authorizing exemption, should govern (Personal Property Law, § 189; Public Service Commission Law, § 38, as amended by Laws 1913, c. 344). Principle that B/L issued in foreign country is unenforceable if contrary to state's policy is inapplicable where Congress has removed question from state law.—*F. A. Straus & Co. v. Canadian Pac. Ry. Co. Court of Appeals of New York.* 173 N. E. 564.

**Warehousemen.**—Warehouseman was without right to sell merchandise in payment of storage charges unless customers were six months or more in arrears (Rev. Code 1928, §§ 3227, 3252). Truck driver given possession of warehouse receipt and directed to deliver it to customer on payment of first month's storage was impliedly authorized to accept further payments. Evidence of payment on storage to truck driver was properly admitted in action against warehouseman for conversion.—*Arizona Storage & Distributing Co. v. Ryming. Supreme Court of Arizona.* 293 Pac. 16.

## Compulsory Pool to be Opposed by Canadian Farmers

Pool and non-pool farmers are joining in organized opposition to the enactment of a law compelling every grower of grain to sell his crops thru a pool.

Officers elected at a meeting Jan. 26 at Regina, Sask., are A. A. Wright, Drinkwater, pres.; Edgar H. Petersmyer, Regina, sec'y-treas., and John R. Green, Moose Jaw, vice pres. A com'tee has been appointed to gather data to be used in the campaign against compulsion, consisting of, in addition to the officers, W. J. Orchard, Tregarva; Ira Cushing, Riceton, and Hugh McGillivray of Pense.

The farmers are convinced that the compulsory pool will antagonize British buying of wheat and will prevent farmers from paying their debts with the proceeds of crops soon after harvest.

A delegation handed a memorandum to Premier Anderson reading in part as follows:

Our position is that we are not opposing the voluntary pool at present operating. We have no desire to injure or restrict its operations. We do not challenge the rights of its members to dispose of their grain in whatever way they see fit, nor do we want to interfere with their doing so.

We do, however, challenge their right to compel by legislation, those of us who think differently, to pool our grain with theirs. We believe that thousands of farmers now members of the Pool, as well as the non-Pool farmers in the province, hold these views.

Will it be guaranteed by the government? Has not the government enough problems without going into this complicated business of handling grain?

If this 100 per cent compulsory pool is established, all other grain agencies will go out of business. Should this compulsory organization get into financial difficulties where and how will the farmer sell his grain?

Argentine corn is offered laid down in New York, duty paid, at 66 cents per bushel.

Line elevators in the Canadian West late in December made arrangements to meet the Pool's initial payment in the country on the basis of 50c for No. 1 northern at Ft. William.

## Grain Claims Bureau, Inc., Box 687, Station A, Champaign, Ill.

Freight claim audits of your account sales returns three times per year will save you several dollars in a year's shipping. Audits on a percentage basis only, no other costs. A trial is solicited.

W. S. BRAUDT,  
AUDITOR AND TREASURER.



# Feedstuffs

## Conditions and Prospects in the Mixed Feed Business

Many farmers and feeders are saying that grain is so cheap and prices for cattle, hogs, sheep, butter, eggs, milk, etc., are so low that they cannot afford to buy either ready mixed feeds or high grade supplements. Others are saying they haven't the cash with which to pay for these things and are forced to use either what they may have grown or what they can purchase from their neighbors, on credit.

To get a comprehensive view of the situation in the hope that numerous helpful suggestions might be made, the Journal sent out letters to a representative list of feed and ingredient manufacturers and jobbers asking, among other things, as to which of the following reasons were mostly responsible for present lack of demand:

1. Warm winter making less feeding necessary.
2. County agent appeal to use home grown grains.
3. Lack of proper return upon the investment in balanced rations.
4. Fewer cattle, hogs, sheep and/or poultry being fed.
5. Have the small grinders used a greater volume of ingredients than usual?
6. How has the drought affected the demand?
7. Reduced sales effort upon the part of feed manufacturers and dealers.
8. Lack of cash, by feeders.

Not everyone to whom our letters were sent, answered all of the questions, but they were practically unanimous in placing the responsibility on Nos. 1 and 8. Forty per cent of the replies put some of the blame on No. 2; thirty per cent put some of it on No. 3; forty-five per cent put some on No. 4; thirty-five put some on No. 5; fifty-five put some on No. 6, and 10 per cent put some on No. 7.

Special comment was made by some of those replying to our letter, and brief extracts from some of these are as follows:

**In this territory** the drouth killed business generally—cotton, with only half a crop grown, bringing half of the 1929 price. Our feed crops were all burned up.—L. C. Gordy Co., Little Rock, Ark.

**Low egg prices** have caused many producers to discontinue feeding for high production and to reduce their flocks below normal. It is almost impossible to secure adequate returns for feed and care at present egg prices.—Concentrate Products Co., Chicago.

**Low prices for dairy products** and low prices for bran as a substitute for manufactured feed.—C. U. Snyder & Co., Chicago.

**Why hasn't some magazine** of your caliber the nerve to start a campaign against the colleges knocking commercial products. The colleges will never spend a cent with you and they go out of their way to knock commercial feeds.—D. E. Hale, Northwestern Yeast Co., Chicago.

**The silly belief** that there can be any political remedy for economic ills. There can be no feed business when grain is so cheap. The first step should be a reduction in price to the consumer. The feed dealer should sell on a replacement basis.—S. N. Osgood, Stuehr-Seidl Co., Minneapolis.

**One thing** that has effected the feed manufacturer has been the low prices on wheat bran and wheat shorts. Another thing that has effected volume has been that practically all of the feed manufacturers are willing to sell one or two items below cost in order to get volume on some of the other feeds on which they can make a profit.—Middle States Milling Co., Springfield, Mo.

**A poor demand** for and a surplus of milk have put the dairymen in a bad way financially.—The Schall Co., Newark, N. J.

**Low priced milk and eggs** are largely responsible for the poor demand for feeds at this time.—A. B. Caple, The A. B. Caple Co., Toledo.

**Unemployment in the cities** and low prices for milk, butter and eggs make a big difference.—The Dewey Bros. Co., Blanchester, Ohio.

**Many farmers** are without money and they are feeding anything and everything they already have on the farm. Give them fair prices for his dairy and poultry products and they will buy as well as ever.—Keith Milling Co., Canton, Ohio.

**The growing importance** of the small grinding and mixing establishments and low prices for farm products are the chief factors.—The Wooster Feed Mfg. Co., Wooster, Ohio.

**Increased sales resistance** due to lower return from feeding operations.—Charles Krause Milling Co., Milwaukee, Wis.

**This is the first depression** in 35 years that has affected the manufactured feed business. Heretofore the depressions have been in stock and other general lines.—Sherman T. Edwards & Co., Chicago.

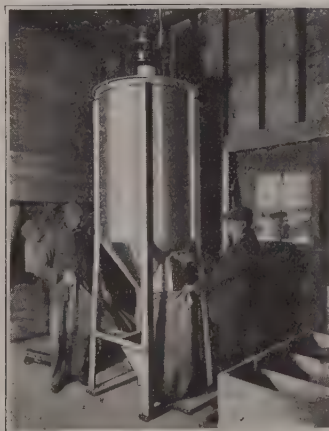
**Low prices for farm products**—both livestock and grain—have forced farmer to use his own feeds exclusively, and the open winter has helped him to hold up production much better than would be expected on his home mixed and often unbalanced feeds. When prices get back to normal the up to date farmers and feeders will swing back to commercial feeds.—W. E. Stone, Sales Manager, Pearl Grit Corp'n, Piqua, Ohio.

**I believe** that if loans by the Federal government are made judiciously it will have a tendency to increase the demand for ready mixed feeds. The prospect for an immediate increase in the demand for these feeds is not bright, and in my judgment it will be 9 months before normal conditions are reached. I believe in the future of mixed feeds and think that the feed industry will be the quickest to respond to any improvement in business conditions.—M. M. Nowak, Pres., Nowak Milling Corp'n, Hammond, Ind.

**We do not consider** ourselves qualified to pass upon the reasons for any falling off in the demand for ready mixed balanced rations. So far as our experience in distribution as manufacturers of high protein products for direct animal consumption to the trade is concerned, our distribution has approximated the usual tonnage of former years, and this leaves no chance to supply reasons for a decrease which, in so far as we are concerned, does not exist.—J. W. Pawley, Animal & Poultry Feed Dept., Armour & Co., Chicago.

**We have no fears** as to prospects in the more distant future. The present unsettled conditions will shake out a lot of uneconomical factors and the result will be for the good of the industry as a whole.—L. C. Lord, The Early & Daniel Co., Cincinnati, Ohio.

**A Bushel of Wheat** per person buys admission to the theater at Lethbridge, Alberta, Canada.



## The "K. C." Vertical Mixer

A complete self-contained feed mixer.

Direct motor or belt driven, offered at a price that justifies its use wherever the mixing of feeds is desired.

"K. C." Feed Mixers are made in sizes of from 200 to 3000 lbs. capacity. They have been developed by competent practical mill engineers.

They provide for the thorough, uniform mixing of dry feeds and are fully guaranteed.

Horizontal Batch Mixers too.

## General Mill Equipment Co.

Box 5088 — Gateway Station

KANSAS CITY

MISSOURI

## HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.

Grain, Screenings, Mill Ends

GROUND FEEDS

Straight Cars Mixed Cars  
Operating HIAWATHA MILL

## SALT

ALL GRADES  
FOR EVERY PURPOSE  
PROMPT SERVICE

FAVORABLE  
PRICES

MORTON SALT COMPANY  
208 West Washington Street  
CHICAGO, ILLINOIS

## Practical Poultry Farming

by L. M. Hurd

extension instructor in poultry husbandry, New York State College of Agriculture at Cornell University, is an up to date treatise on the raising of poultry. The poultryman who keeps hens as a main enterprise, the farmer whose flock is incidental to other farm operations, and the feed dealer who wants to talk knowingly about poultry raising will all find the book useful and profitable to read. Printed in large type, and with many illustrations, its 400 pages are full of practical information.

Price \$3.50, f. o. b. Chicago

## Grain & Feed Journals

CONSOLIDATED

332 So. La Salle St., Chicago, Ill.



# Feed Trade Notes

The final official estimate of the Canadian flaxseed crop is 4,293,000 bu., against 1,970,000 bu. in 1929.

Emphasizing the value of keeping complete egg laying records, the Early & Daniel Co., of Cincinnati offers poultrymen free record sheets covering a 12 months' period.

In trials at the Minnesota Univ. farm, during 1930, pigs ate nearly a pound more per day of Manchuria barley than of Trebi, over a 60-day period, and made a gain of 12 pounds more, apiece.

The U. S. D. A., has just put out a bulletin—1179-F—"Feeding Cottonseed Products to Live Stock," which should prove of interest not only to feeders, but also to feed manufacturers as well.

Lowered costs of production are more effective than a higher selling price in increasing profits from hogs, for high prices tend to reduce consumption. Feeding a less expensive or a more effective supplement offers one method of lowering the cost of hog production.

A satisfactory concentrate mixture for brood sows is: 69 pounds of cornmeal, hominy, or ground barley; 20 pounds of wheat middlings; 5 pounds of fishmeal or tankage; 3 pounds of linseed meal; and 3 pounds of chopped or ground alfalfa hay.—N. Y. State College of Ag.

A bill which would require that the percentage of each ingredient in mixed and commercial feed be placed on the label, has been introduced in the Wisconsin Senate, and millers, feed manufacturers and feed dealers are already on the warpath concerning the matter. A similar measure was introduced at the last session, but it was defeated.

Morgantown, W. Va.—A synthetic substitute for vitamin A, the growth factor, has been found at the University of W. Va. The substance is a combination of iodine, fats and iron. Thus far it has been tried only on rats and the results were obtained by giving them along with meals of ferrous oxide, which contains the iodine and iron, and linoleic acid, which has the fats.

Herbert R. Puschel, who has been salesman for the Arcady Farms Milling Co. in Central New York for the last ten years, passed away in New York City, Feb. 2nd. His death came after an illness extending over many months, and was directly caused by Endocarditis. He is survived by his mother, Mrs. Jorgine Puschel, a sister, Mrs. W. L. Corcoran, and a brother, Wm. Puschel. He was thirty-four at the time of his death. His hard work and unflinching cheerfulness made him personal friends with practically all of his dealers and his going will be a sorrow to them as well as a great loss to the Arcady Farms Milling Co.

## Exports of Feeds

Exports of feeds of domestic origin during December, 1930, compared with December, 1929, and for the twelve months ending with December, are reported in short tons by the Bureau of Foreign and Domestic Commerce as follows:

	December		12 Mos. Ended December	
	1930	1929	1930	1929
Hay .....	729	392	12,183	5,740
Cottonseed cake .....	15,694	6,683	158,429	32,485
Linseed cake .....	23,437	16,331	349,516	177,099
Other oil cake .....	665	2,277	28,971	10,520
Cottonseed meal .....	14,637	731	73,355	18,271
Linseed meal .....	504	185	11,102	10,646
Other oil meal .....	722	56	5,432	2,148
Mixed dairy feeds .....	204	221	2,281	1,949
Mixed poultry feeds .....	446	398	5,326	6,122
Other feeds .....	891	429	15,661	11,855
All other feeds .....	1,518	1,369	29,015	18,072

## Eastern Federation Program

The program for the convention of the Eastern Federation of Feed Merchants, to be held at the Onondaga Hotel, Syracuse, N. Y., on Feb. 19-20, indicates that this hustling bunch of feed men know what they want, and are going after it.

Among the speakers will be J. E. Same, general manager, Blatchford Calf Meal Co., D. K. Steenbergh, secretary, Central Retail Feed Dealers Ass'n, C. D. Campbell, Judge Roscoe C. Harper, a dairy farmer; Pres. F. W. McIntyre; and C. C. Lewis of Buffalo.

## St. Louis Feed Prices

The following table shows the closing bid price each week on the St. Louis market per ton of standard bran, gray shorts and standard middlings for the March delivery:

	Jan. 10	Jan. 17	Jan. 24	Jan. 31	Feb. 7
Bran .....	\$16.50	\$16.00	\$15.25	\$14.30	\$15.00
Shorts .....	18.65	17.75	16.75	16.25	16.85
Midds .....	17.00	16.25	15.25	13.75	15.00

## Hay Movement During January

Receipts and shipments of hay at the various markets during January, as compared with January, 1930, in tons, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Baltimore .....	419	112	.....	.....
Chicago .....	5,991	7,298	952	1,754
Cincinnati .....	6,996	9,130	.....	.....
Denver .....	1,056	528	.....	.....
Kansas City .....	19,788	21,384	11,532	9,840
Milwaukee .....	60	144	.....	12

## New Feed Trade Marks

Wilbur-Ellis Co., San Francisco, Cal., filed ser. No. 309,254, the word "Sardex" for poultry and stock feed.

Harrisburg Lumber Co., Houston, Tex., filed ser. No. 308,486, the word "Pearl" for crushed shell for poultry.

Goldberg Seed & Feed Co., Fargo, N. D. filed ser. No. 308,504, the word "Comet" for poultry, dairy and hog feed.

Blaney-Murphy Co., Denver, Colo., filed ser. No. 305,920, the word "Vital-food" for a balanced ration for dogs, cats, etc.

Valley City Milling Co., Grand Rapids, Mich., filed ser. No. 309,292, the word

"Rowena" for poultry feeds, dairy feeds, etc. Valley City Milling Co., Grand Rapids, Mich., filed ser. No. 309,293, the word "Valco" for poultry feed and prepared dairy feed.

**R. T. FRIEND**  
Lafayette  
Indiana

Unlimited supplies  
Pure Dried Buttermilk  
Pure Dried Skimmilk  
Semi-Solid Buttermilk  
Carlots and L. C. L.  
Prices and Samples on request.

**PERFECTION DOG FOOD**  
Stock the Nationally Advertised  
**PERFECTION DOG FOOD**  
for the convenience of local dog and kennel owners. It's a cooked and prepared meat-cereal food for dogs, all breeds and puppies, all ages. Write for attractive dealers' proposition.  
**PERFECTION FOODS COMPANY**  
BATTLE CREEK Dept. 43 MICHIGAN

## Clean, White Louisiana SALT

99.84% Pure

Free from shale, moisture, organic matter, adulterants. Best for Your Trade. Will not cake or harden. Costs no more. Get samples for feed mixing. Splendid profits for Dealers.

**Myles Salt Co., Ltd.**  
New Orleans, La.

H. B. NAY  
Sales Representative  
360 N. Michigan Ave., CHICAGO, ILL.

Reg. U. S. Pat. Off.  
Color and design of bag registered U. S. Pat. Off.  
Poultry, Dairy, Stock Feeds, Flour and Cereals  
Manufacturers of a complete line of feeds for poultry, swine, dairy cattle, beef cattle, horses, mules, sheep, rabbits, dogs, fur-bearing animals, etc. Poultry feeds always sacked in NUTRENA Golden Bags.  
**NUTRENA FEED MILLS, Inc.**

**Nutrena**  
In Golden Bags  
35 Ewing St., Kansas City, Kans.

Write for circulars, samples and prices; complete information on request.

## WE DESIGN AND EQUIP FEED MILLS

We supply complete, continuous equipment for the manufacture of from 5 to 50 cars assorted feed a day. We supply tested feed formulas for all kinds of animal and poultry feed. We supply individual scratch, mash, dairy and molasses feed units, manufacturing from 6 to 12 bags per minute. Write for complete details.

**S. T. EDWARDS & CO., INC.**

110 NO. FRANKLIN ST.

CHICAGO, ILL.

**WHEN** in the market for Corn Gluten Feed, Corn Oil Cake Meal, Brewers' Dried Grains or Malt Sprouts, get in touch with  
**ANHEUSER-BUSCH** :: **ST. LOUIS**



### Feed Is Elevators Opportunity

From the Address of REX BERESFORD, Extension Service, Ames, Ia., before Farmers Grain Dealers Ass'n of Iowa

For several years I have had the impression that the elevator man and feed dealer, coming in direct contact with farmers who are feeding, have an unexcelled opportunity to improve live stock production by studying feeding and living up to a reputation for being expert. Farmers come to them for advice and if they have broad knowledge of the principles of feeding they can be of great help.

As much as 90% of the Iowa farm income is produced by live stock and poultry. In live stock production 80% of the cost is feed.

Two ways for the feeder to increase his income are by seeking higher prices and by working on the cost of production. If he lowers his costs he broadens his margin. Many farmers have gone along, feeding the things they have always fed, and paying no attention to their feeding costs, in spite of its bearing on their profits.

A case in point is that of two farmers in a recent contest, both of whom produced 1800 lbs. litters of pigs. There was a difference of \$1.10 per hundred in their production costs, making the cost for one \$19 higher on the litter than for the other. The difference was due to selection of feed, a very material difference in the pocketbook of a feeder.

Many of our farmers are feeding oats without consideration of balance, with high protein supplements. The salesman who sells them high protein supplements is selling not only a supplement, but a new system of feeding that brings the feeder higher returns.

Commonest among the errors made by feeders is failure to know what their home grown feeds contain, so that they may be properly balanced; and to have and understand comparative value charts which will tell them what supplements are most economical. I know of one community that shipped in four cars of pig feed to save buying lower priced ingredients that went into that feed, and to save buying corn at 80 cents a bu. The corn and other ingredients could have been bought much cheaper on a basis of the returns.

Get the farmers to figure their costs per 100 lbs. of gain on pigs and they will soon know what to buy.

Protein supplements for pigs have been pushed all over the state and have become one of the factors with which feeders must reckon. What feeders are going to buy

should be based on cost, figured in terms of profit. Figures from the state department show something like 900 brands of pig feeds and supplements are being sold in this state.

Experiments have shown mixtures of proteins are better than single proteins in gaining economy of production. Why, we don't know, unless it be because of the many amino acids which make them so complex. When these are combined in the feed, it leaves less work for the body to do and it utilizes them to better advantage.

Digestibility does not seem to have much to do with it. Two proteins with equal digestibility will combine in the animal body to much better advantage than either alone. Experiment is your only means of knowing what is most effective and cost is the prime consideration.

We have learned that wheat and barley

must be ground if they are to be used in feeding pigs. However, they need not be ground fine. There seems to be little if any difference in their digestibility whether they are ground fine or coarse. Hulled oats make good feed, tho now high in price when compared to corn, but they can be fed profitably to breeding stock and small pigs where quick growth is desired.

### Washington Feed Dealers Meeting

At the annual meeting of the Feed Dealers' Ass'n of Washington, which is to be held at the Tacoma Hotel, Tacoma, on Feb. 21, the following subjects have been listed for discussion:

Business and the Government; The Co-operative Movement and Farm Boardism; Credit and Business Conditions; Costs and Cost Records; Laboratory Control of Feeds, and Sales Methods and Sales Aids.

## Are you one of The 600?

**I**N OFFERING poultry mashes that are supplied with a guaranteed and economical source of Vitamin D, you will render a service to your customers, you will save them money, you will increase the result-getting qualities of the feed, you will build a larger tonnage. BUT—

Be *sure* the Vitamin D protection is there! Ordinary Oil, from cod or any other fish, varies in Vitamin D potency. One lot of oil may do a good job at a certain feeding level whereas another lot may fall down miserably. ON THE OTHER HAND—

Nopco XX *always* supplies an adequate amount of Vitamin D *with an ample margin of safety*—and because of its increased Vitamin D potency does the job when used at only ¼ of 1% of the total ration. Only 2½ pounds is required in a ton of all-mash ration or 5 pounds in a ton of mash which is to be fed with scratch grain. Nopco XX is the most inexpensive *complete* source of Vitamin D. Nearly 600 feed manufacturers have proved this. Will you?



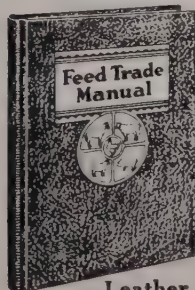
The size, weight, and condition of chicks at the end of an eight weeks test are not the only standards used in judging the vitamin potency of Nopco XX. The leg bones are examined, photographed, and their ash content determined. By these rigidly controlled tests the uniform potency of Nopco XX is assured.

The normal leg bone in the upper picture was taken from an eight weeks old chick which received the recommended percentage of Nopco XX. The rachitic bone in the lower picture came from an eight weeks old chick which received the recommended percentage of a cod liver oil not containing enough Vitamin D.



**NATIONAL OIL PRODUCTS CO., INC.**  
EXECUTIVE OFFICES & FACTORY: 35 ESSEX STREET, HARRISON, N. J.

### A Complete Manual of up-to-date Feed Formulas



Indispensable to the man who mixes and grinds feed.  
A Practical How To Do It Book containing Formulas for all kinds of feed for any section of the country.

Leather Bound \$5.00

Cloth Bound - \$2.00

for sale by

**Grain & Feed Journals**

Consolidated

332 So. La Salle St., Chicago



# What Yeast Means to a Feed

By JUDGE D. E. Hale

The editor has asked us to tell the readers of this magazine why or how the addition of yeast to a ration should improve it.

We are glad to do this because for the past seven years we have been doing a lot of work along this line, and nearly every day brings out something new and valuable.

The science of feeding is still in its infancy.

First, let us take up the matter of poultry feeds and feeding, as most of our work has been done along this line. If lack of space forbids, perhaps we can tell you in a later issue something about the value of yeast in feeding cattle and hogs.

One of the big losses in the poultry business is in death loss among chicks, caused by digestive troubles and diseases such as bacterium pullorum, coccidiosis and worms. That is an admitted fact.

In order to make a point we may make some rather harsh statements, but we ask that you read on through before you begin to tear your hair. If what we say will just cause you to think a little, we feel sure that you will agree that is nothing more than common sense.

## New Poultry Diseases

You never heard of White Diarrhoea (bacterium pullorum), Coccidiosis or intestinal worms in poultry until we began to feed mash feeds and to keep chicks in large broods. Pretty strong statement, eh? Well, let's check up a bit and see if we can solve it.

In the old days when hard grains (called scratch feeds) were the main feed used, we never heard of these troubles. About the only mash they got was perhaps a bran mash once in a while.

Then our scientists began to find out that in order to grow a chick, make eggs, put a hen through her molt; in fact, do anything with a chicken besides put fat on her, we had to supply proteins. They also found that a variety of proteins were of advantage.

The best scratch feed ever put together never ran better than 12% protein. The scientists found that digestibility was (and still is) the big factor in feeding. They found many things that carried proteins and that some were easier digested than others. They found that a variety of cereal, vegetable and animal proteins were much preferred over some one protein and thus mash feed formulae were brought out.

The reason we did not have the digestive troubles when scratch grains were the vogue is this: Humans and animals chew their food and thus mix with it the saliva which is the elementary digestive secretion. Birds get this from the crop. Hard grains stayed in the crop longer than mash feeds, hence got more of the elementary digestive secretion and when they reached the lower organs where the pancreas and other digestive secretions are added there was a balanced condition of these secretions and a better digestibility was had, and no trouble.

**Here Comes the Trouble.**—In every one of us, also our live stock and poultry, are certain bacteria that lodge in the digestive tract.

Mash feed, not staying in the crop as long as hard grains, does not get as much of this elementary digestive secretion, hence when it reaches the lower organs there is an unbalanced condition of the digestive secretions and digestion is easily upset.

The reason we mentioned "large broods" was because there is more danger of piling up, overheating, chilling, sometimes nothing at all that might upset the process of diges-

tion and there the trouble gets serious. When digestion is interrupted or stopped, putrefaction takes place, poisonous acids and gases are formed, and an ideal nurse bed for intestinal bacteria and worms is provided. They at once get busy, multiply rapidly and the fight is on. Unless the cause or condition is removed, the bacteria or worms are very apt to win out and we suffer the loss.

Along comes the fermented mash, and the trouble stops. Why? Because fermentation is a partial predigestion and does not need as much of the elementary digestive secretion.

Fermentation breaks down the starches, the hard part of any feed to digest.

Fermentation breaks down and releases more of the mineral salts.

Fermentation develops lactic acid.

Fermentation increases protein.

The lactic and fermenting acids are a mild laxative and at the same time acidify the digestive tract thus making it practically inhibitory to intestinal bacteria and worms.

With the improved digestibility is bound to go a greater assimilation which makes any feed go farther. The animal or fowl has a better chance to build and maintain the vitality necessary for a greater production and to carry on over a longer period of production.

That is about all there is to it—isn't it reasonable?

Dr. Claussen, a well known doctor of St. Paul, took some hens that had been on the yeast feeds for some time, also some hens from the same flock that had been fed the same with the exception of yeast. Blood tests showed that the blood from the yeast-fed hens ran over one and one-half million more red corpuscles to the c.mm. than the blood from the hens not receiving the yeast. The hemoglobin of the yeast-fed hens was over 10% higher. These facts mean a greater resistance to disease.

He then made a bacterial count of the digestive tract and those of the yeast-fed birds were practically clear of any disease bacteria, while those from the no-yeast hens showed a little of everything one might expect to find. With a greater resistance in the blood and less bacteria to fight the health should be improved.

Personally, we never worry any more over any of these digestive diseases or worms, as our birds get their yeast feed in both dry mash and once a day in fermented mash form, every day.

Where a severe bowel trouble develops, and all dry mash and other feeds are removed, plus a cleaning up of the premises, and the chicks fed nothing but the fermented mash three times a day for four or five days, then twice a day for a couple of days, and then continued at once a day of the fermented mash, we have yet to hear of a case where death losses were not stopped on or before the third day, and the flock come through in fine shape. Simple, easy, sure and cheap.

Several veterinarians we have heard from have been cleaning up enteritis in hogs with the fermented mash. We believe it is accomplished for the same reason as given above regarding coccidiosis. It removes or prevents the conditions in which the bacteria thrive.

We might tell you of work with dogs as well. Dog breeders have always claimed that pups should be wormed once a month for the first six months, and twice a year thereafter. We always did until we began

## SUCCESS

BRAND

Selected Poultry Scraps

50% Protein

Digester Tankage

60% Protein

Most profitable high protein supplements for feeding hogs and poultry.

Write or phone our nearest office at our expense

Success Mills, Inc.

CHICAGO, ILL.

Kansas City, Mo.

E. St. Louis, Ill.

## ALFALFA MEAL

Fine ground for Poultry Mash  
our specialty

THE DENVER ALFALFA  
MILLING & PRODUCTS  
CO., U. S. A.

Sales Offices for the Convenience of  
Eastern Buyers: Pierce Bldg.,  
St. Louis, Mo.

Home Office: Lamar, Colo.

## ALFALFA MEAL

All grades and grinds

We invite a trial order

Pecos Valley Alfalfa Mill Co.

Home Office  
Hagerman, New Mexico



Colorado  
Alfalfa Meal

ALL GRADES  
AND GRINDS  
Trademark Registered  
LEAF MEAL AND  
DUPLEX FINE GROUND  
FOR YOUR MASH FEEDS

Mixed Cars Our Specialty

Lamar Alfalfa Milling Co.  
LAMAR, COLORADO

## KANSAS BARLEY

Sound — Bright  
Economical Feed for  
Poultry and Livestock  
Wire, phone, write

Bailey & Gray  
Salina, Kansas  
for delivered prices



feeding our dogs the fermented mash once a day. Repeated worm treatments have failed to produce any worms.

So much for these digestive troubles and how fermentation effects it. Let us look at some of the other advantages.

**Other Advantages.**—Recently, in talking with a feed manufacturer, we said: "Why hasn't feed come down along with poultry produce? Mill feeds haven't been as low in years?" He replied: "Oh, if you mean bran and such mill stuffs, yes, but we use very little of it as it is so indigestible." There you have it again, folks, that problem of digestibility. They either do not know or will not admit the big digestible factor of fermentation.

Let us appeal to your own reasoning power again.

Would you eat bread or buckwheat cakes that had not been fermented?

Haven't you met people who said they could not eat cabbage without digestive trouble, yet the same person could eat sour kraut without distress?

Would we not have laughed, even five years ago, had they told us we would be buying sour kraut juice in bottles at the drug store, as we are today?

Can't you recall some of your acquaintances that have said they could not drink sweet milk or cream as it made them bilious, and then have the same persons drink buttermilk with no distress?

There isn't one farmer in one hundred that really knows why ensilage is good for his cattle. He thinks it takes the place of green food, and then every once in a while we read of some hired man getting drunk on the ensilage juice.

There is just one word that tells why these things are good, and that is fermentation.

You cannot think of a single article of diet that has gone through a process of fermentation but what has been improved in digestibility. Just think that over carefully and we believe you will agree, as we stated above, it is only common sense.

Furthermore, thousands of tests all over the country have proven these statements.

**Proteins and Vitamins.**—The improvement in digestibility; the increased assimilation; the development of lactic acid; the improvement in the blood; the releasing of minerals; the increasing of the protein and the reduction of bacteria in the digestive tracts, are, in our opinion, plenty of reasons for adding yeast to the ration, but there are others.

After we began to know something about proteins, we began to hear about vitamins. Without certain vitamins certain conditions were set up that caused what are known as deficiency diseases. We cannot take the space here to go into the various vitamins and deficiency diseases. As we are writing of yeast; let us say that yeast is the greatest known source of vitamin B. This vitamin has to do with tissue and nerve growth, also for its desirable action on the blood and organs of reproduction, as explained by Dr. Claussen. This vitamin B is now spoken of as the complex vitamin because from it they are now taking the fertility vitamin E and the anti-pellagry vitamin G.

We could tell you of the wonderful effects on the organs of reproduction, perhaps through vitamin E. We could tell you of old bulls being brought back into service when put on a yeast feed. We might tell you of better hatchability of better chicks; of female dogs being brought into conception, after other things had failed, but our space is limited.

After six years of steady experimental work we cannot help but become more enthused over the great benefits derived by adding yeast to the mash feeds and the added values obtained by fermentation.

It is too bad that our state colleges cannot do some constructive work along this and similar lines except on a fellowship basis. One prominent college professor recently said: "Yes, we got some wonderful results in our yeast-feeding tests. Now my big job is to find a substitute that will take its place and cost less." Isn't that a deplorable situation?

As stated at first, if this article does not convince, perhaps it will cause you to think it over.

Regardless of what might be said, results are what count and we, as well as thousands of others are getting the best of results.

There are factors on which we have not had the space to elaborate. If any of you readers have any questions in mind that we have not made clear, we shall be glad to have you send them to this magazine and we shall do our best to answer them for you. In doing so, please send stamp. Recently we allowed this privilege of asking questions and we received 466 of them, so you can see what it means to reply to the many inquiries received.

### Feeding Stuffs in Texas

The report of the Texas Ag. Exp. Station, for the year ending Aug. 31, 1930, indicates that 2670 samples of feeding stuffs were submitted to chemical analysis and microscopical examination, and 513 were withdrawn from sale. Of those withdrawn from sale, 373 were not tagged; 57 were misbranded; 18 were deficient in protein; 33 had incorrectly printed tags attached; 9 had mutilated tags; 8 were short weight; 11 had blank tags attached, and 4 were not registered.

From the tags sold, it is estimated that 1,434,966 tons of feeding stuffs were sold during the year, compared with 1,370,120 tons the preceding year; 1,226,882 in 1927-28 and 1,181,538 in 1926-27.

Liverpool's Corn Exchange has adopted a new rule admitting North American grain traders to membership as "subscriber-brokers." Since the United States government ruined the Chicago market by arbitrary price movement the importers and exporters of the world have had to turn to Liverpool and Winnipeg for insurance against loss.



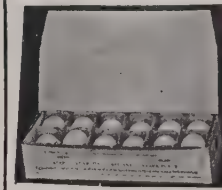
### Standard for 35 Years

Because we have constantly improved our methods of manufacture over a period of 35 years, our Meat Feeds have the confidence and are in constant demand by Poultrymen and Feed Mixers everywhere.

**DARLING & COMPANY**

Dept. No. M

Chicago, Ill.



### More Eggs

Use the money-making ideas on feeding and lighting which are described and illustrated in

L. M. HURD's book

### PRACTICAL

### POULTRY FARMING

They will help you get larger profits from your hens. The book tells what feeds are best, the right proportion of grain to mash, how much to feed, when and how to use artificial light.

Complete with many other tried and tested features, some not included in any other book. Reliable advice on every phase of poultry-farming—building the house, brooding and raising chicks, vitamins, marketing, caponizing, culling, care of layers, trapnesting, pedigreeing, breeding, and disease control.

"as usable as a dictionary"

149 illus.; 405 pages; cloth  
Price \$3.50 f. o. b. Chicago

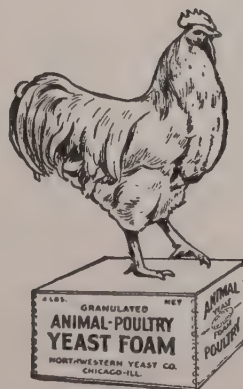
### Grain & Feed Journals

Consolidated

332 S. La Salle St., Chicago, Ill.

## Increase Your Mash Feeds Business with Animal-Poultry Yeast Foam

**Millers and Feed Manufacturers Cashing in Big on the Large and Increasing Demand for Yeast Feeds**



So gratifying are the results of feeding yeast to stock and poultry that the wise breeder and poultryman no longer tries to get along without it. Yeast is the richest known source of the B or growth vitamin. It is also high in Vitamin E content, which is the element that increases reproductiveness and fertility. Yeast-fed animals and birds have more red corpuscles, fewer bacteria in the digestive tract and a much greater resistance to disease.

Let us tell you the complete story about yeast and show you how to increase your business by marketing a mash feed containing Animal-Poultry Yeast Foam. A post card inquiry will bring you full information by return mail.

**NORTHWESTERN YEAST CO.,**

Dept. X, 1750 N. Ashland Av.  
CHICAGO - ILLINOIS



### Adulterations and Misbrandings

The following judgments are included in the January reports of the Food and Drug Administration of the U. S. Department of Agriculture:

**Graco Milling Co.,** Cairo, Ill., was alleged to have shipped 200 sacks of cotton seed cake from Cairo, Ill., to Trenton, Mo., about February 14, 1930, which were seized on a charge of mis-branding, in violation of the amended food and drugs act. The sacks were labeled in part "Guaranteed Analysis Protein Not Less Than 43% Choctaw Sales Co." The claimant having admitted the allegations, a decree was entered finding the product mis-branded. It was later released on payment of costs, and the execution of a bond contingent in part that it be relabeled so as to conform with what was found to be the actual protein content.

**G. Weiss Sons, Inc.,** Brooklyn, N. Y., was alleged to have shipped 325 bags of meat and bone scraps, about October 11, 1927, and transported from New York into New Jersey, which the government charged were mis-branded, in violation of the act. The article was labeled in part "Meat and Bone Scraps Analysis Minimum Crude Protein 50%, manufactured by G. Weiss Sons, Inc., Brooklyn, N. Y." Judgment of condemnation and forfeiture was entered and the court ordered that the product be released to the claimants on payment of costs and the execution of a bond contingent in part that the product be relabeled to show its true protein content.

**International Vegetable Oil Co.,** Dallas, Tex., was alleged to have shipped 100 sacks of cotton seed cake screenings about October 29, 1929, from Dallas to Junction City, Kansas, which were seized because it was charged that they were mis-branded. The article was labeled in part "Guaranteed Analysis Protein Not Less Than 43% Choctaw Sales Co., Kansas City, Mo., Choctaw Quality Cotton Seed Cake and Meal." It was alleged in the libel that the protein content was less than 43%, and the court ordered that the product be released on payment of costs and the execution of a bond contingent in part that the product be relabeled to show it contained 41% protein.

**Graco Milling Co.,** Cairo, Ill., was alleged to have shipped 400 sacks of cotton seed meal from Cairo to Middleton, Wis., which were mis-branded and therefore seized. The article was labeled in part "Graco 43% Protein Guaranteed Analysis Protein Not Less Than 43%, Manufactured by the Graco Milling Co., Sherman, Tex." Claimant having admitted the allegations, the court ordered that the product be released on payment of costs and the execution of a bond contingent in part that it be relabeled under the supervision of the Department of Agriculture.

**Consolidated By-Product Co.,** Philadelphia, was alleged to have shipped 131 bags of Linseed Meal from Philadelphia to Milville, N. J., which were seized because it was charged they were mis-branded, in violation of the act. The article was labeled in part "Linseed Meal Guaranteed Analysis Protein 43% Min. Manufactured by Consolidated By-Product Co." The libel alleged that the product contained less than 43% protein, and no claimant having appeared, court ordered that the product be destroyed by the U. S. Marshall.

**Enterprise Tallow & Grease Co.,** Philadelphia, Pa., was alleged to have shipped on January 15, 1930, 7 bags of ground beef scrap, from Philadelphia to Maryland, which were mis-branded. The article was labeled in part "Enterprise Del-Mar-Va Ground Beef Scrap Protein Minimum 55%, Manufactured by the Enterprise Tallow and Grease Co., Philadelphia. No claimant having appeared, judgment of condemnation was entered, and court ordered that the product be destroyed.

**Always-A-Head Mills, Inc.,** East St. Louis, Ill., was alleged to have shipped from East St. Louis to North Clearing about January 28, 1930, 19 bags of horse and mule feed, which were mis-branded. The article was labeled in part "Do-Mor 65 horse and mule feed made by Always-A-Head Mills, Inc., East St. Louis, Ill. Guaranteed Analysis Crude Protein Not Less Than 9%." It was alleged in the libel that the article was mis-branded, and no claimant having appeared judgment of condemnation was entered and the product was ordered destroyed.

**Graco Milling Co.,** Cairo, Ill., was alleged to have shipped 400 sacks of cottonseed meal from Illinois to Delhi, Ia., where they were seized on Feb. 17 of last year on a charge of misbranding. The labels read in part "Graco 43 Per Cent Brand. Guaranteed Analysis Protein not less than 43 Per Cent. Manufactured by the Graco Milling Company, Sherman, Tex." Released under bond.

### Cottonseed Inquiry to be Resumed

The hearings in the Federal Trade Commission's investigation of cottonseed prices will be resumed on Feb. 16, when the examiners will begin taking testimony at Dallas, Tex. These hearings were started as a result of allegations that certain of the large cottonseed oil mill operators had acquired control of cotton gins for the purpose of destroying the competitive market for cottonseed.

Hearings have previously been held at Washington, D. C., Atlanta, Ga., Montgomery, Ala., Raleigh, N. C., Columbia, S. C. and Jackson, Miss.

THE FARM BOARD, it is said, will stay out of the new crop wheat market, unless purchases therein become imperative. Nothing has thus far been said as to whether the politicians, the members of the Board, or the officials of the Stabilization Corp'n are to decide the matter, but as the amount of Farm Board money then available, will probably be small, perhaps each of the 3 groups sees the futility of attempting again to corner the market. Some of the last \$100,000,000 provided for in the Marketing Act will have to be used in other ways.

### Memphis Cottonseed and Meal

Memphis, Tenn., Feb. 7.—The Cottonseed Meal market during the week ending today has been a seesaw affair with fluctuations limited, the net result being a small advance of about 25 cents per ton. The demand for actual meal has not been increased and most dealers report business as dead. On the other hand mills have not been overly anxious to press their meal on an unwilling market. Cottonseed meal is one of the few commodities at the present time that is selling at prices over the low for the past ten years, and it is very gratifying to note that values can be held at the present level in spite of the heavy accumulation of stock and sub-normal demand. The strength in the market this week was largely borrowed from the grain market which became firm on account of continued talk of dry weather. Deliveries during the week have been 1,400 tons with very little effect on the market.

The Cottonseed market has been following the course of cottonseed meal and cottonseed oil. Trading has been limited during the week and the movement of seed still remains light. Tenders of 100 tons of seed

were made during the week on the February contracts. The closing bid prices today were about 50 cents per ton higher than on Monday. As the planting season approaches it is assured that such seed as will not be used for planting purposes will find their way to market.

**34% Linseed Meal**  
**Also 30% Blended Oil Meal**  
**Iowa Feed Corp., Des Moines, Ia.**

**FEED and GRAIN SAMPLES**  
**ANALYZED by EXPERTS**

*Write, wire or phone*  
*Harrison 6490*

**RUNYON TESTING LABORATORIES**  
**1106 Board of Trade Chicago, Ill.**

## SECURITY CALF FOOD

has no equal on the market. Whether your customers sell whole milk or cream, they will find Security gives best results at lowest cost. Security is fed as a *liquid*—raises healthy calves at a cost of only 40 cents per week. Sold on money back guarantee to the feeder.

You need this highly profitable line. Exclusive territory and our unusual sales assistance will help you sell. Write today for full particulars of our plan.

## SECURITY FOOD COMPANY

**312 Third Ave. North**  
**MINNEAPOLIS MINNESOTA**

Really and truly, we are all so busy getting our new plant in operation that we haven't time to write a regular ad this month. You see, we have reduced our mill and office force to enable us to meet the present volume of business successfully and there is extra work for everyone as a result. We are all cheerful though and feel that now that the worst of the depression is behind us, each month will show a gradual improvement in all kinds of business, including our own. See you next month.

**Arcady Farms Milling Co.**  
**Chicago, Illinois Kansas City, Mo.**

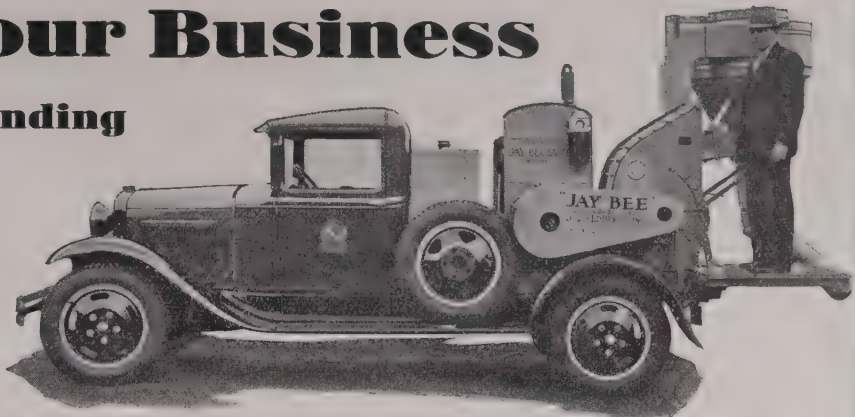


# Fortify Your Business

Increase Your Grinding  
Income with a

**"JAY BEE"**

**Portable  
Hammer Mill**



## Times and Customs Change

Now, many farmers want their feed ground at home. They will not haul their grist to the mill. Fortify your home business—get this grinding on the farm—with a "Jay Bee" Portable.

### Lightest—Strongest—Best—Fastest—Finest Grinder

A specially constructed Bossert made No. 3 "Jay Bee" mill: made of boiler plate steel. Strongest, greatest capacity grinder for its weight. Mounted on 1½ ton Ford chassis, or any other truck without any change in the chassis. Operates with 40 H. P. gasoline engine.

**A SPECIAL AND EXCLUSIVE FEATURE:** feed collector may be quickly raised or lowered to accommodate different sizes of feed bins or for sacking. Completely pulverizes oats, all small grain. Capacities per hour obtained: over 5 tons corn fodder with ears on, through a coarse screen; 5000 lbs. barley through ½" screen; 4600 lbs. oats and wheat mixed through ½" screen; 4500 lb. oats through ⅜" screen.

Proved best and lowest cost grinder by every test. Fortify your business, now, with a "Jay Bee" Portable. Write for literature and demonstration.

**J. B. SEDBERRY, Inc., 76 Hickory St., Utica, N. Y.**

**J. B. SEDBERRY CO., 819 Exchange Ave., CHICAGO, ILL.**

**JAY BEE SALES CO. 319-325 Live Stock Exchange Bldg., Kansas City, Mo.  
311-312 Terminal Warehouse Bldg., Omaha, Nebr.**

### "JAY BEE" Molasses Mixer

The only molasses mixer that will mix cold molasses, in any proportion, without balling the molasses. Made in two sizes.

### "JAY BEE" Batch Mixer

No better batch mixer made. All metal construction—built to last a lifetime. Two sizes: with receiving hopper at and above floor level.

### "JAY BEE" Hammer Mill

The unequaled low cost big capacity grinder. Sizes and styles from 12 H. P. to 125 H. P. with belt, V-belt, and direct connected drives. Write for free literature.



Our new "1931 Feeding Practices" is a manual on feeding for profit. It proves the value of COTTONSEED MEAL in the livestock ration. The information in this book has been approved by leading colleges and universities. Thousands of feeders-farmers are making greater profits by following the suggestions it contains.

# Cottonseed Meal

*On the Analysis Tag  
Means Quicker Turnover  
... Better Profits!!*

COTTONSEED MEAL is rapidly becoming the favorite protein concentrate of thousands of livestock and dairy farmers. This widespread, rapidly increasing demand for COTTONSEED MEAL can mean but one thing for wide-awake feed dealers and feed manufacturers—*turnover*. More than ever before feeders are demanding *results* in the feeds they buy. A great national educational program, plus results in the barn, in the feed lot and on the range, has established COTTONSEED MEAL in the minds of feeders as the nation's most economical and dependable protein concentrate. COTTONSEED MEAL in the feed *you* sell will mean quicker sales, greater volume and increased profits because it means to the feeder the highest production at the lowest cost. Let us prove these statements for you. Write us.

U-5-31

*Educational*  
**National Cottonseed**

1408 Santa Fe Building  
Dallas, Texas



*Service*  
**Products Association**

1207 Nat'l Loan and Exchange Bank Bldg.  
Columbia, South Carolina



**Rolled Oat and Feed Plant Improved**

The rolled oats mill at Riverside, Ia., has been remodeled and extensively repaired during the past year. The installation of a new car unloader has made it possible to unload or load 5 or 6 cars per day, besides handling grain in or out to the local trade from wagons or trucks.

By installing a large hopper scale and joining the Western Weighing Ass'n recognition has been obtained for the weights at this house, which enjoys transit rates, shipping grain into nine states. Considerable grain and feed is delivered to the local trade and surrounding counties by truck.

A complete line of commercial feed is manufactured, for which purpose there has been installed a large molasses feed mixer, corn sheller and cleaning and grinding ma-

chinery. The storage capacity has been increased to 100,000 bus.

Formerly operated by the Riverside Rolled Oats Co. the plant now is owned by the Piper Grain & Milling Co., with general offices at Cedar Rapids, Ia., and elevators at Mt. Auburn and Zaneta. J. M. Piper is pres. and general manager, L. R. Bates manager at Riverside and Chas. Swift, field representative. The plant is shown in the engraving herewith.

Arthur W. Cutten, grain trader, says that the Chicago Board of Trade's wheat business is doomed "as long as the United States government stays in the market. It is only a matter of time," he said, "and, like any other business man, I am transferring my activities in that line to the Winnipeg market."



Commercial Feed and Oat Mill of Piper Grain & Milling Co., at Riverside, Ia.

**FAIRMONT'S****Pure Flake Buttermilk**

9 Large Plants  
Excellent Service

**THE FAIRMONT CREAMERY CO. U.S.A.**  
OMAHA, NEBRASKA

No. 61

**RED IRON OXIDE**

86% Iron

**IRON-COP**

A scientific blend of Iron and Copper

Practical feeding tests have proven their blood and bone building value when incorporated in poultry and animal feeds.

Write for feeding data and full information

**TAMMS SILICA CO.**

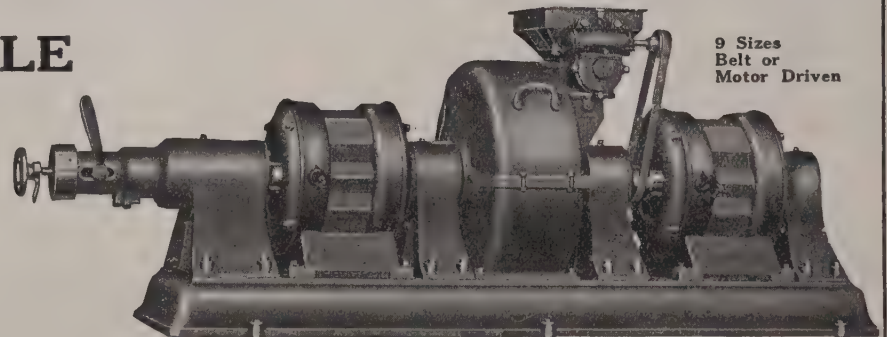
228 N. La Salle Street

Chicago, Ill.

**MORE PROFITABLE  
FEED GRINDING  
AND MIXING**

Present low grain prices and high priced stock makes feeding profitable. More grinding and mixing is being done. Feeders are demanding service and are driving past other mills to get Monarch ground Feeds.

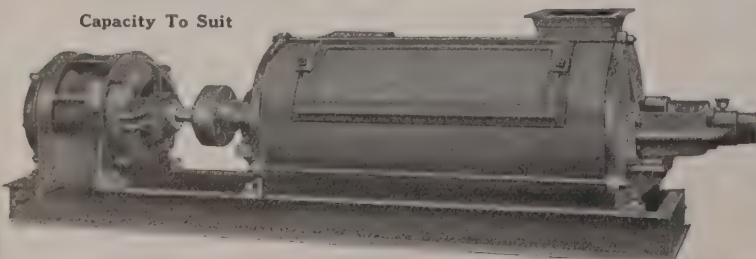
Full-capacity, continuous hard grinding service is delivered year in and year out by the Monarch Ball Bearing Attrition Mill at lowest cost, farmers need not wait to get their grinding done because the Monarch is always ready to run.



**THE MONARCH ATTRITION MILL**

**MOLASSES FEEDS****THE MONARCH COLD MOLASSES BLENDER**

Capacity To Suit



You can make two to three dollars more per ton on the feed you grind by mixing molasses with the farmers' feeds. The New Monarch Cold Molasses Blender is a tried and proven unit that enables you to do this most profitably.

Let us tell you about Monarch Mixed Feed Plants.

**SPROUT, WALDRON & CO., Inc.**

1202 Sherman St., MUNCY, PA.

Chicago Office:  
9 S. Clinton St.

Kansas City Office:  
612 New England Building



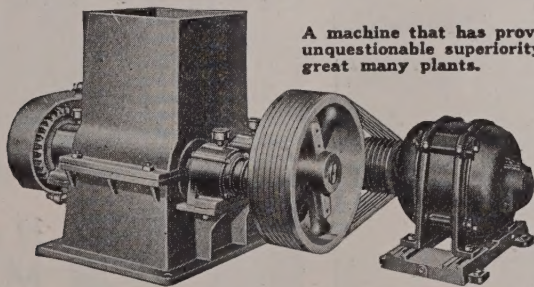
What to Do? What to DO??



It was easy for Uncle Sam to accumulate a Large Stock of Wheat, but Can He Unload without Depressing the Market? *With apologies to the Santa Maria (Cal.) Times.*

*You Need Look No Further for a Sturdy,  
Dependable and Efficient Corn Crusher*

## HERE IS THE **UNIQUE** **SAW TOOTH CRUSHER**



A machine that has proven its unquestionable superiority in a great many plants.

This is the one crusher that has the ability to crush ear corn with the husks adhering to the corn. It plows right through the ears, day in and day out, giving unusual capacity, and consuming a surprisingly small amount of power.

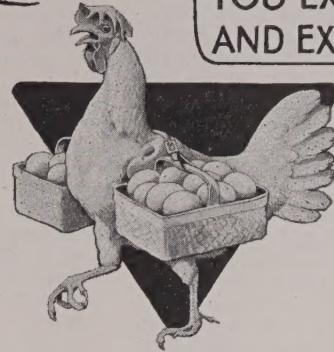
This crusher often takes the place of a sheller as it removes the kernels in the crushing process so that when the crushed corn is passed over a scalper, the husks and cobs are removed from the shelled corn.

Write for Bulletin No. 36, TODAY

### ROBINSON MFG. Co.

42 ROBINSON BLDG. MUNCY, PENNA.  
CHICAGO OFFICE - - 222 W. ADAMS ST.

CHAMPION HENS ARE FED  
REEF BRAND. THEIR WORLD'S  
LAYING RECORDS TELL THAT REEF  
BRAND WILL GIVE  
YOU EXTRA EGGS  
AND EXTRA MONEY



**This picture is printed  
over 6 million times  
a month . . . .**

The Reef Brand Hen is going to market, a greater market for you. Throughout the nation, in the leading farm and poultry journals and trade magazines, this hen is showing poultrymen and farmers the differences in oyster shells; the definite superiority of Reef Brand over all substitutes.

In clear, direct terms based on facts, this hen tells millions of readers about the championship qualities of Reef Brand. These advantages of Reef Brand are known to wise buyers. They ask for Reef Brand. They have confidence in the store that sells the oyster shell of champion layers.

This hen is selling for you. Have Reef Brand on hand and prominently displayed. Cash in on the demand this Reef Brand Hen is creating for quality shell.

Reef Brand "Eggshellers" Stations  
WLS, KMOX, KFH, WIBW—Tune In!

## **Reef Brand**

REGISTERED IN U.S. PATENT OFFICE

## **PURE CLEAN ODORLESS OYSTER SHELL**

GULF CRUSHING CO. . . . NEW ORLEANS, U. S. A.



### Metal in the Grain

Every feed and flour mill operator knows the hazards arising from tramp metal in the grain. Not only do these bits of iron, steel, etc., dull the cutting surfaces, thus calling for the use of more power, but they are sometimes of sufficient size and hardness as to break the machine, or to cause sparks resulting in dust explosions and in fires.

Several types of machines for the mechanical or magnetic separation of this foreign material have been put on the market, and the insurance companies insist that this kind of protection be installed as a part of flour and feed grinding units. They have given thorough study to the matter and know the hazards and the safeguards.

The Dreadnaught Magnetic Separator, built by the Bryant Engineering Co., is such a device. This separator is so designed as to make its installation an exceedingly simple matter. The removal of 3 cap screws permits the old feeder spout to be taken away, and the new feeder spout, built to receive the separator, is held in place with these same screws. No screws or bolts are needed to attach the magnet, simply placing it in the supporting slots being all that is necessary.

The separator is located below the control gate and a grain deflector guides the grain directly onto the magnetized surface in a thin uniform stream. There is, therefore, no chance for metal to go past the magnetized surface without coming directly in contact with it. The location of deflector and magnet is such that the flow of grain is stopped for a fraction of a second, in the magnetic field and the pull of the separator is such that no metal can get past it in the grain flow, or be brushed off by later rushes of grain.

In one of the accompanying illustrations,

the current has been turned on, bringing the trap door automatically into position for delivering the grain into the grinder. The other illustration shows the grinder stopped, and the magnet automatically discharging the tramp iron that has been pulled from the grain. The mechanism operating the trap door has no direct contact with the magnetized surface and, therefore, automatically opens the trap door before the tramp metal is released.

The application of the separator to the Dreadnaught mill causes no inconvenience or delay in changing plates. The magnet is simply lifted from its engaging slots, the grain deflector and the feeder spout may be quickly and easily detached and plates changed, and grinding resumed in almost as little time as it takes to tell about it.

This equipment is supplied with either a belted generator or a motor generator set as may be desired, the latter, of course, because a 3 phase, 60 cycle, 220 or 440 volt motor is included, costing somewhat more than the former.

### Feed Movement in January

Receipts and shipments of feedstuffs at the various markets during January, compared with January, 1930, in tons, were:

	Receipts		Shipments	
	1931	1930	1931	1930
†Baltimore .....	2,864	824	.....	.....
†Chicago .....	14,201	17,464	43,333	44,672
Cincinnati .....	240	270	.....	.....
‡Cincinnati .....	336	42	.....	.....
‡Kansas City .....	2,600	7,800	21,760	17,920
Milwaukee .....	.....	.....	6,200	12,110
*San Francisco .....	312	671	.....	.....

†Millfeed. \*Bran. ‡Bran and Shorts. ¶Soybeans.

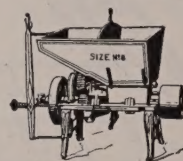
In a new bulletin, put out by the U. S. D. A., are to be found the following statements: "The number of rats on premises and the ex-

tent of their destructiveness are usually in direct proportion to the food available and the shelter afforded. Rat proofing in the broadest sense embraces not only the exclusion of rats from buildings, but also the elimination of their hiding and nesting places and the starvation of the animals."

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

### "COMBINATION" MILLS



Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

THE N. P. BOWSHER CO.  
SOUTH BEND INDIANA

# In St. Louis



## Hotel LENNOX

NEW and decidedly the smartest and most beautifully furnished hotel in St. Louis. Ice cooled air to dining room, and coffee shop. Fans and circulating ice water; tub and shower in every room.

400 ROOMS BATHS—\$3.00 to \$6.00



9th and Washington



## Hotel MAYFAIR

An oasis of quiet, delightful hospitality surrounded by business, theatre and shopping district. Floor and bed lamps; fan, circulating ice water and bath in every room. Garage service. COFFEE SHOP.

400 ROOMS BATHS—\$3.00 to \$6.00

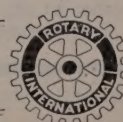
8th and St. Charles

## Heiss Hotel System

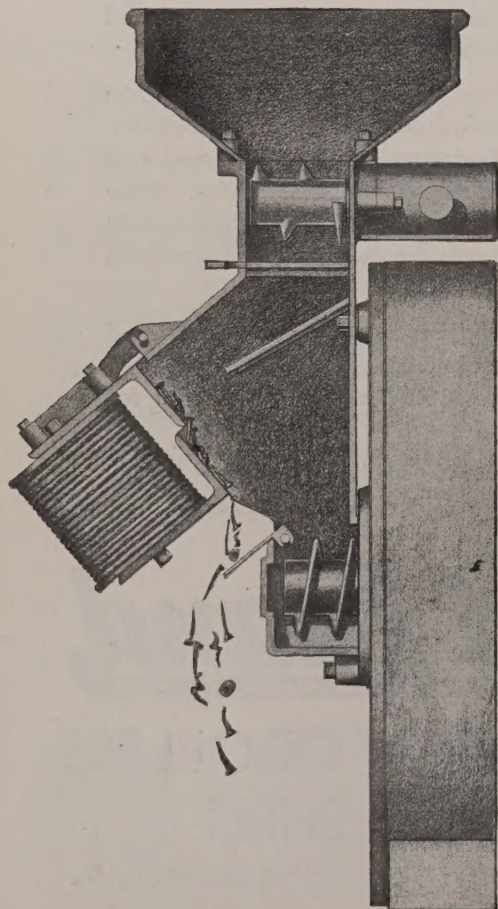
Owners and Operators



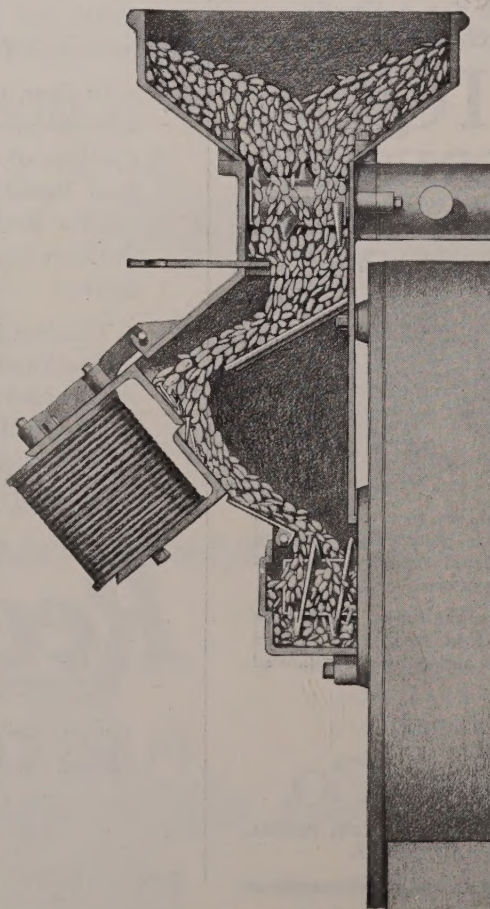
KMOX  
Radio Station



50,000  
Watts



Magnet Automatically Discharging Tramp Iron



Trap Door Automatically Delivering Grain to Grinder



**YOU**

**can**

## Have These Profits

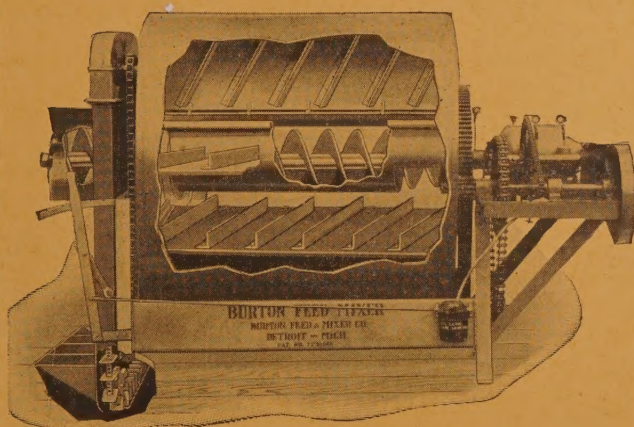
The picture represents the thousands of dog owners who visit progressive feed and seed dealers every day to buy

## Miller's A-1 Dog Foods

There is a real opportunity for good steady year around profits for you in these nationally advertised products. We'll help you get started and guarantee you a good business. Ask your jobber or write us to-day for the complete proposition. Cash in on the great dog market.

**Battle Creek Dog Food Company**

264 State St., Battle Creek, Michigan



## Better own a Burton than compete with one!

The Burton will positively increase your volume of feed business and add to your profit on every bag. It's backed by a guarantee that means something. If you want to build a bigger, better business, ask about the Burton Plan of Feed Merchandising.

**Burton Feed and Mixer Company**

2842 W. Grand Blvd., Detroit, Michigan



# This leaflet will help you sell more feed

*It's FREE—write for a quantity;  
distribute them to your customers*

The highlights of modern feeding methods condensed into a small folder—just the thing to hand out to your customers. Or mail it with your statements. Fits a No. 6 envelope—light in weight.

Chock full of valuable information. Shows the farmer the importance of feeding balanced rations. That means he is going to buy other feeds from you as well as Linseed Meal. Gives both home-mixed and ready-mixed rations. Helps you sell ready-mixed feeds as well as grains and supplements.

If you sell ready-mixed feeds, be sure they contain Linseed Meal. Farmers expect to find it listed on the label. Show them it's there. It's the biggest selling point a ready-mixed feed can have.

Write for a quantity of these valuable leaflets today—you will find them valuable little money-makers for you.

**LINSEED MEAL EDUCATIONAL COMMITTEE**  
Dept. 82, Fine Arts Bldg., Milwaukee, Wisconsin

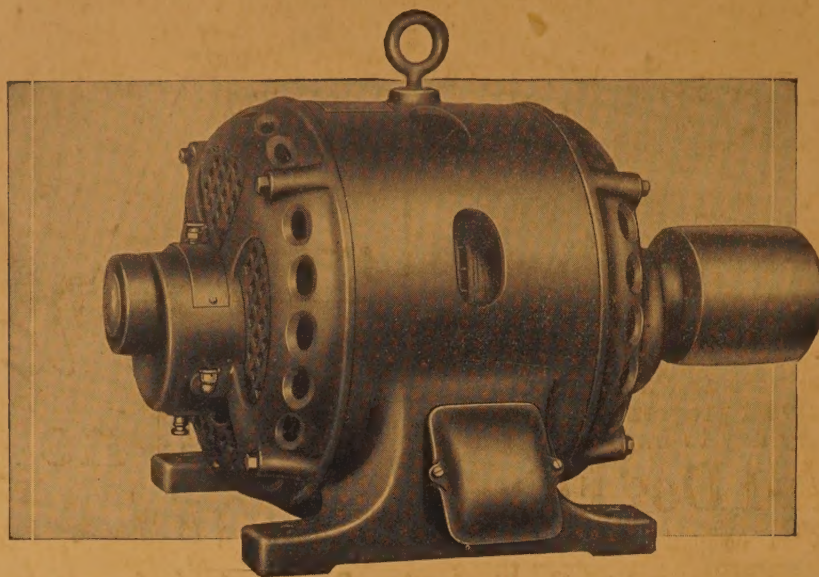


# Linseed MEAL

*The Universal Protein Feed*



THEY KEEP A-RUNNING



10 Horse Power  
Century Type SC  
Squirrel Cage In-  
duction 3 and 2  
Phase Motor.

## CONTINUITY OF SERVICE

Rigidity, due to the liberal use of material properly placed, and firm anchoring of a well insulated winding preserves the "Keep a-Running" ability of Century general purpose application polyphase motors under the shocks of reciprocating equipment and the stresses and pounding of gear and chain drives.

Air spaces of substantial area to permit free circulation of air and thorough treatment of the winding with insulation varnishes, add to their value in dusty or damp atmospheric surroundings.



Century 250 Horse Power 60  
Cycle 3 Phase Squirrel Cage  
Induction Motor equipped  
with ball bearings.

**CENTURY ELECTRIC COMPANY**

1806 PINE ST. • ST. LOUIS, MO.

40 U. S. and Canadian Stock Points and More Than 75 Outside Thereof

SINGLE PHASE,  
THREE PHASE,  
AND DIRECT  
CURRENT MOTORS

*Century*  
**MOTORS**

MOTOR GENERA-  
TOR SETS, ROTARY  
CONVERTORS, FANS  
AND VENTILATORS

FOR MORE THAN 27 YEARS AT ST. LOUIS

SC-1-10